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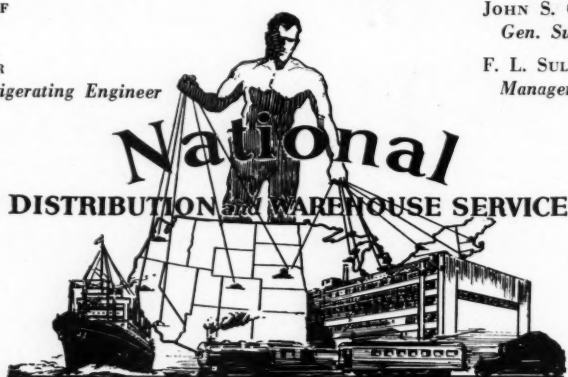
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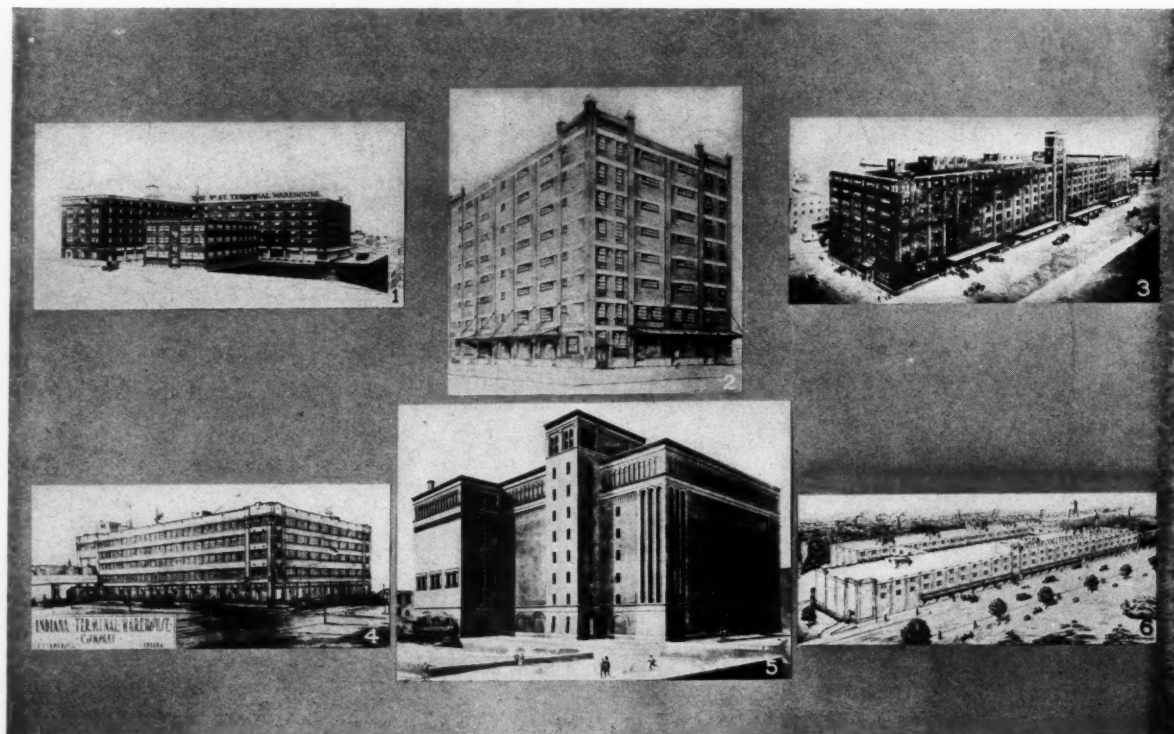
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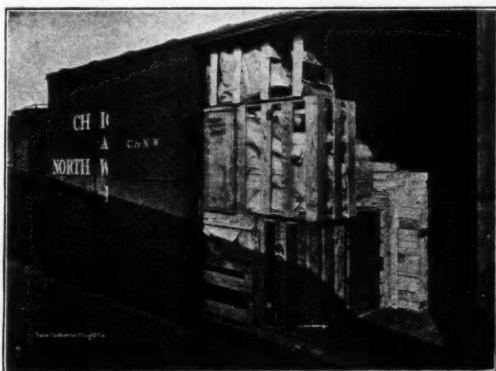
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(At left)  
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New York City

(At right)  
F. L. Smithe Machine Co.,  
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Architect for Both Buildings:  
Russell G. Cory,  
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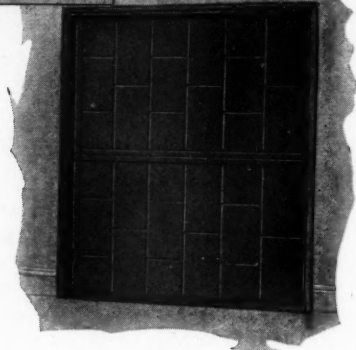
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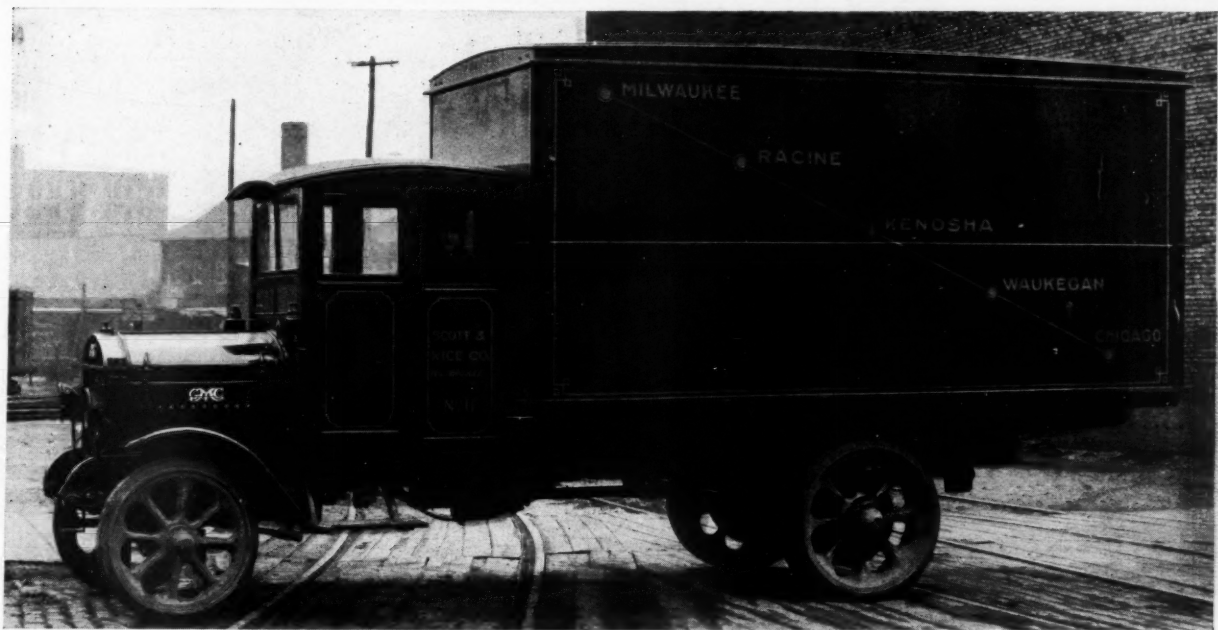
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No. 3

## Are You Ready, Mr. Traffic Manager, for Mr. Hoover's Washington Conference?

**T**HE traffic managers of manufacturing companies which distribute their commodities through public storage plants will find pages 8 to 17, inclusive, of this March issue of *Distribution & Warehousing* of peculiar interest to them.

On the ten pages are illustrated and described the simplified forms and methods which the American Warehousemen's Association has worked out in conjunction with the Division of Simplified Practice of the Department of Commerce and the Domestic Distribution Department of the Chamber of Commerce of the United States.

The forms and methods are the result of nearly two years of intensive study, correspondence and labor, and they were unanimously approved at the Houston Convention of the American Warehousemen's Association in January.

Shippers who route goods through warehouses will be requested by Secretary Hoover to put these forms and methods into use uniformly throughout the country.

In order to put that plan through effectively, Mr. Hoover's Division of Simplified Practice purposes to call a conference of manufacturers in Washington. The date for this meeting has not yet been announced. Representatives of the National Distributors' Association, the American Specialty Manufacturers' Association and kindred organizations will be invited to attend.

At the Washington meeting these forms and methods will be discussed. Suggestions and criticisms from the shippers will be solicited. If necessary, the forms and methods will be refined. After all this has been accomplished, it is the intention of Mr. Hoover—in the words of A. H. Greeley, chairman of the A. W. A. simplification committee, in his report submitted at Houston:—

"To investigate the reasons of those manufacturers and warehousemen who do not accept these forms as standard with a view to determining their reasons for not cooperating and, if possible, by this process to assist the Association in carrying out the program of making universally standard the forms proposed."

Mr. Greeley said further that after the form had been approved by the Department of Commerce, permission would be granted by that Department to the American Warehousemen's Association so that it will be possible to place the caption, "Approved by the Department of Commerce of the United States," on the forms.

The importance of this situation is obvious to the traffic manager. He will recognize it as essential that he inform himself, to the minutest detail, regarding these simplified forms and methods, so that when the call to Washington is issued by Secretary Hoover he will be prepared to attend with a neutral mind and with constructive ideas.

# Forms Are Now Simplified and Hoover Will Urge Their Use

**Documents Having Been Prepared Which Are Adaptable to Business Dealings Between Warehousemen and Customers, the Department of Commerce Will Call a Washington Conference of National Distributors with View to Promoting Acceptance Uniformly**

*By* KENT B. STILES

**T**HE most constructive step taken by the American Warehousemen's Association at its annual convention at Houston in January is perhaps the most significant development in the history of the public storage industry in America.

The fruits of many months of labor by the committee on simplification of forms and methods—a committee which has been working in cooperation with the Division of Simplified Practice of the United States Department of Commerce; the Domestic Distribution Department of the Chamber of Commerce of the United States; the National Distributors' Association; the American Bankers' Association, and with the railroads and other transportation agencies—were spread before the convention.

The report was unanimously indorsed. Under this action the following forms and methods were adopted:

- Merchandise and cold storage:
1. Proposal Form—Terms and Conditions—Form of Contract.
2. Receiving Bill of Lading—Manifest or Loading Sheet. (Construed as "Method.")
3. Over, Short and Damage Report. (Memorandum of Arrival form was abandoned.)
4. Negotiable and Non-Negotiable Receipts.
5. Notice of Orders Filled—Forwarding Bill of Lading, etc.

6. Invoice and Stock Reports.

Household Goods:

7. Warehouse Receipt.
8. Tally Sheet.
9. Additional Tally Sheet.
10. Goods Added to Storage.
11. Packing Ticket.
12. Signature Card.
13. Storage Order and Agreement.

It now remains for the Department of Commerce to place its stamp of approval on the forms and methods worked out for the merchandise and cold storage branch of the business. In this connection it is planned for Secretary of Commerce Hoover to call a conference of interested shippers—members of the National Distributors' Association, American Specialty Manufacturers Association and kindred organizations.

The shippers, who are the distributing warehousemen's customers, will be asked to indorse the first six of the foregoing forms and methods and to put them into use. Subsequently, if objections develop, refinements or amendments can be worked out. This is in line with the policy of the Department of Commerce in lending its aid to simplification and standardization movements in various industries.

**A**LTON H. GREELEY, the committee's chairman, in presenting the report at the Houston meeting, said at the outset that the inspiration offered by W. W. Morse, retiring president of the American Warehousemen's Association, had led the committee on to complete its work. Mr. Greeley sketched the activities since the conference which Secretary Hoover held with representative warehousemen in Washington in May, 1922. The committee had discovered, Mr. Greeley explained, that it was impossible to prepare standard forms for inter-house affairs, and so had concentrated only on forms and

methods in which warehousemen's customers were interested.

The chairman commented on the fact that warehousing was the first industry to be designated by Secretary Hoover in connection with simplification of forms, and declared that warehousing was to be congratulated in this respect, and now should show Mr. Hoover that it was prepared to put the forms and methods into actual use.

## **Forms Will Save Money**

Roy C. Griswold, Chicago, presiding officer at the merchandise division's sessions, declared that the forms were

worth many thousands of dollars to the association's members. He recalled that in the past the lack of uniformity of forms was a subject of complaint by customers, and he urged the adoption of the Greeley report by the association as a whole.

William E. Halm, New York, moved that the association accept the report and adopt the forms as standard, thereby showing its faith in the committee. After some further discussion, all in approval of the forms, the report was adopted by a rising vote which embraced individual pledges to put the forms and methods into operation.



THE background of this situation is perhaps best expressed in the preface to the committee's report. It reads:

"In its unselfish desire to assist the warehousemen of the United States to improve their service to the public and maintain the warehouse industry in the front ranks of commerce and have this service at all times function with the requirements of the trade, the American Warehousemen's Association has for years in all the branches of its activities been striving to educate its members in a scientific manner to provide as nearly as possible a perfect functioning industry. Information valuable in character has been broadcast to its members, thus giving to those engaged in warehousing a broader knowledge with which to conduct their business—believing that with a more thorough understanding of the business better service could be rendered and the business of warehousing elevated to a higher plane and thereby assist in maintaining the business of warehousing on a par with other lines of industry.

#### Past Labors

"As a part of these activities the American Warehousemen's Association has for years endeavored through well organized committees to standardize the forms used in the conduct of the warehouse business. The various committees engaged in working out the solution of this subject have from time to time proposed and have had adopted certain forms. As a result of the years of study made by these committees there has been proved, for the present at least, the inadvisability of endeavoring to standardize what are termed 'inter-house' forms, owing to the fact that the style and nature of the business conducted often requires the use of forms of different types. The volume of business handled and the nature of the commodities stored designate the kind of forms required, so that up to the present any successful effort to standardize all of the forms used by the warehouse industry has been impossible. Those who have made a study of the situation believe that for the present at least any effort to standardize warehouse forms should be confined to those forms only which are used between the warehousemen and the public.

"At the instigation of Alvin E. Dodd, manager of the Domestic Distribution Department of the Chamber of Commerce of the United States, Secretary of Commerce Hon. Herbert Hoover caused a meeting of warehousemen to be held in Washington, D. C., on May 19, 1922. The meeting was presided over by Willard W. Morse, president of the American Warehousemen's Association, and was addressed by the Hon. Herbert Hoover; Alvin E. Dodd, manager of the Domestic Distribution Department; W. I. Durgin, chief of the Division of Simplified Practice of the Department of Commerce; M. B. Greenough, special representative of Mr. Hoover, and by Mr. Morse and many of the other warehousemen present.

The image displays four overlapping forms, labeled EXHIBIT A, B, C, and D, which are standard rate quotation and warehouse contract templates. Each form is titled "RATE QUOTATION For Prompt Acceptance" and is issued by "THE AMERICAN WAREHOUSE COMPANY, 3121 AMERICAN AVENUE, AMERICA".

EXHIBIT A and EXHIBIT B show a table with columns for "COMMODITY", "PACKAGE", "SIZE", "GRADE WEIGHT", "STORAGE CHARGE", and "HANDLING CHARGE". EXHIBIT A lists "Apples (Grand Western Box)" with rates for lots less than 70 boxes and lots 70 to 100 boxes. EXHIBIT B lists "Flour" with rates for bags and lots less than 100 bags, lots 100 to 300 bags, and lots 300 and over.

EXHIBIT C and EXHIBIT D show a table with columns for "COMMODITY", "PACKAGE", "SIZE", "GRADE WEIGHT", "STORAGE CHARGE", and "HANDLING CHARGE". EXHIBIT C lists "Proprietary Medicines" with rates for cartons and lots less than 25 boxes and lots 25 to 100 boxes. EXHIBIT D lists "Proprietary Medicines" with rates for cartons and lots less than 25 boxes and lots 25 to 100 boxes.

Each form includes a section for "Shipments to be consigned to You/ours c/o The American Warehouse Company" and a section for "THIS IMPORTANT FOR YOUR PROTECTION Bill of Lading and Manifest of contents are to be received by this Company before arrival of car."

Form 1: Standard Rate Proposal form adopted by American Warehousemen's Association. It has a dual capacity in that it is a proposal contract and a contract for storage. The four exhibits, A, B, C and D, illustrated above, are explained on pages 10, 11, 13 and 14.

"Secretary Hoover and Mr. Durgin dwelt at length upon the subject of 'Simplification of Forms and Methods' as applied to the commerce of the United States and expressed the hope that the warehousemen as a result of

the meeting might by concerted action of the industry work out a program of simplification of forms and methods which would greatly assist toward the elimination of various wastes in the warehouse industry—citing that uni-

formity in receiving reports, stock reports, monthly reports, O. S. & D. reports, notice of arrival of shipment, and other documents necessary in the transaction of warehouse business would facilitate economy and convenience in operation in much the same way that legal tender facilitates operations of exchange, and would remove opportunities for irregularities and complaints and arrive at a higher collective efficiency in the warehouse industry and in the general process of distribution.

"In his remarks Secretary Hoover made reference to many cases where the Department of Commerce had lent assistance toward organizations and successfully so in many lines of industry—the warehouse industry, however, being the first where the services of the Department had been offered in the way of standardizing forms used in business operation.

"Secretary Hoover assured Mr. Morse and the warehousemen present of the help of the Department of Commerce in every way to bring about the cooperation necessary in having the forms adopted by the trade generally by the calling of a joint meeting of national distributors whenever the warehousemen were ready for such a meeting.

#### Committee Selected

"As a result of the Washington meeting, President Morse, on July 21, 1922, appointed the committee on simplification of forms and methods. Warehousemen were selected whose activities extend to various sections of the country and whose knowledge and experience extend to all branches of the warehouse industry—thus covering the field in the broadest manner possible.

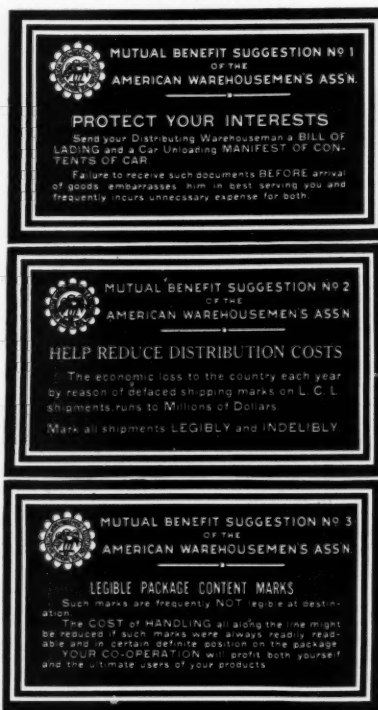
"It will be the duty of this committee to select the most approved forms and methods now in use by the warehousemen and to present these to the Department of Commerce, whereupon the Department will summon the manufacturers or representatives of the manufacturers throughout the country with a view to having them investigate the forms and methods advocated by the committee and point out any defects or changes needed in the view of the manufacturer and collaborate with the committee in establishing forms and methods which would meet the entire approval of the representatives of the manufacturers.

"When this work has been accomplished the Department will then place its seal of approval upon the work of the committee and the simplified forms and methods adopted by the joint efforts of the committee and the representatives of the manufacturers will be recommended by the Department of Commerce to all the manufacturers of the country, and any manufacturer or warehouseman who does not see fit to use the approved forms and methods indorsed by the Department will be requested to make known his objections to the Department at Washington with a view to convincing him that it is to the advantage of all to use the approved

forms and methods in order to standardize the industry and broaden the scope of the activities of the warehousemen, so that every manufacturer may find it to his advantage to distribute his products through members of our association."

In connection with the efforts to have all interested parties put the forms into operation, the following is quoted from

The stickers presented by the Sub-Committee and approved by the Committee and copyrighted are as follows:



Form 2 (construed as "method"): Stickers, for use on warehousing documents, designed to cut down costs and expedite deliveries in ways suggested by the texts. For explanation see page 14.

the summary of the committee's report:

"After the forms have been approved by the Department of Commerce, permission will be granted by that Department to the American Warehousemen's Association so that in addition to the wording on the form 'American Warehousemen's Association Standard Form No. —' it will be possible also to add 'Approved by the Department of Commerce of the United States.'"

#### Form 1

THE first of the standard forms—a rate proposal and storage contract—was worked out by a sub-committee of which P. L. Gerhardt was chairman, and the report says:

"It is concluded a standard rate quotation form should be adopted generally by the warehouse industry. Such standard rate quotation form, when the preliminary correspondence which is always

necessary properly to analyze the traffic on which the warehouseman is asked to quote, has been conducted, should not be a bare rate quotation but should contain full and complete information under which the rate quoted applies as well as the Terms and Conditions under which the warehouseman pre-supposes the handling of the business. When specifically accepted in writing or the overt act of forwarding shipments to the warehouse company for storage or distribution, the standard rate quotation form should contain all the Terms and Conditions to which the shipment should be subjected.

"The standard rate quotation form has a dual capacity in that it is a proposal contract and a contract for storage. While in the proposal form status it is an executory contract. When accepted it becomes an executed contract. In arriving at a standard form of rate proposal and storage contract the committee had in mind three classes of warehouse operations:

#### "Dual Capacity" Form

"1. General merchandise (raw materials—marine warehouse).

"2. Distributing warehouses.

"3. Cold storage warehouses.

"The committee concluded, although the traffic of the three classifications may be different in nature, the procedure in each case is fundamentally the same and has a common ground of interest. While a more elaborate form with the detail specifically of interest to any one particular classification could be drawn for each classification, standardization and uniformity being most desirable and the aim of the committee as a whole, the skeleton standard quotation proposal acting in the dual capacity as that and a contract for storage is submitted herewith and designated Exhibit 'A.'

"Many warehouse companies publish rate tariffs containing Terms and Conditions, copy of which tariff upon inquiry is sent to the prospective storer. In these cases a letter accompanying the tariff may or may not quote the specific rate. Such letter may or may not contain complete reference to the tariff. The sending of tariffs and the educating of the public to warehouse rate tariffs is most desirable. In the dissemination of tariffs aiming to educate the public in the use of warehouse tariffs a standard form should be adopted for the transmittal of the tariff and a specific explanation of how the rate is arrived at. By the use of the proposal form recommended, a standard medium is at once given to the warehouse industry for this purpose. [Exhibit 'B.']

"In the handling of certain commodities many warehouse companies find that while rates are shown in a published tariff or quoted by letter or form, the commodities involve many things not necessary in the ordinary quotation—cotton, coffee, cold storage commodities, etc. In this case the warehouse prepares a sheet specifically dealing with the technicalities of the commodities involved. This in no way prohibits the

Form 3: Standard Over, Short & Damage Report—"the result of many conferences with the transportation interests and shippers." This document has been approved by the American Railway Freight Claim Agents' Association. Note that the form is divided, the three forms to the right—Shipper's Copy, Railroad's Copy and Office File Copy—being for use by merchandise warehouses. To the left are three forms which are similar to the others except that each carries the additional text, "How Loaded, Stowed and Braced," with space, to accommodate cold storage houses. Explanation of this form will be found on page 16.

use of the proposal form, to which such sheet, as a schedule, may be attached as indicated by Exhibit 'C.'

"Exhibit 'D' has been prepared to show the possible use of the proposed form by a distributing warehouse and also how special service charges and rates may be inserted to fit the charges as made by the individual house or classification."

"The report says this document should

contain Terms and Conditions if it is to be properly prepared so as to form the basis of either an executory or executed contract in its dual capacity, and these general Terms and Conditions should be standard—that unless such is the case, "a condition will exist which presented itself prior to the adoption of the Uniform Bill of Lading." The report goes on:

"At this time the committee does not

insist that the standard Terms and Conditions of the American Warehousemen's Association and the Central Warehousemen's Club appear on the back of the proposal form, but it does as part of its report very clearly indicate that the particular Terms and Conditions of the individual warehouse company shall appear under the heading of 'Terms and Conditions' on the reverse side of the proposal form.

## THE COMMITTEE:

THE following are members of the A. W. A. simplification committee whose report was unanimously adopted at the Houston convention:

Chairman, Alton H. Greeley, president General Storage Co., Cleveland.

Ex-officio, W. W. Morse, president Security Storage Co., Minneapolis, and retiring president American Warehousemen's Association.

J. Earle Bacon, secretary Merchants Cold Storage & Warehouse Co., Providence, R. I.

R. T. Blauvelt, president Lincoln Storage Co., East Orange, N. J.

L. T. Crutcher, Kansas City, formerly vice-president General Storage Co., Cleveland.

C. C. Daniel, president Central Storage Co., Kansas City.

P. L. Gerhardt, vice-president Bush Terminal Co., New York.

S. M. Green, Jr., president Southern Bonded Warehouse Corp., Petersburg, Va.

H. L. Halverson, secretary Boyd Transfer & Storage Co., Minneapolis.

T. A. Jackson, president Jackson Express & Van Co., Chicago.

H. C. Lewis, secretary Merchants Refrigerating Co., New York.

C. J. Neal, treasurer Neal Fireproof Storage Co., Cleveland.

R. C. Stokell, representing Chicago cold storage interests.

D. L. Tilly, vice-president New York Dock Co., New York.

W. H. Tumbrink, district manager Booth Cold Storage Co., St. Louis.







## Standard Furniture Storage

**WAREHOUSE RECEIPT**  
THE AMERICAN WAREHOUSE COMPANY  
2121 AMERICAN AVENUE  
AMERICA

**WAREHOUSE RECEIPT**  
THE AMERICAN WAREHOUSE COMPANY  
2121 AMERICAN AVENUE  
AMERICA

**WAREHOUSE RECEIPT**  
THE AMERICAN WAREHOUSE COMPANY  
2121 AMERICAN AVENUE  
AMERICA

**ADDITIONAL TALLY SHEET**  
THE AMERICAN WAREHOUSE COMPANY

**ADDITIONAL TALLY SHEET**  
THE AMERICAN WAREHOUSE COMPANY

**ORIGINAL TALLY SHEET**  
THE AMERICAN WAREHOUSE COMPANY  
2121 AMERICAN AVENUE, AMERICA

**ORIGINAL TALLY SHEET**  
THE AMERICAN WAREHOUSE COMPANY  
2121 AMERICAN AVENUE, AMERICA

**GOODS ADDED TO STORAGE**  
Subject to all conditions as Contained in the Original Warehouse Receipt.

**GOODS ADDED TO STORAGE**  
Subject to all conditions as Contained in the Original Warehouse Receipt.  
IMPORTANT: Attach this to your Original Warehouse Receipt.

**THE AMERICAN WAREHOUSE COMPANY**  
2121 AMERICAN AVENUE  
AMERICA

**SCHEDULE "A"**  
If not correct, report immediately

**NOTIFY AT ONCE ANY CHANGE OF ADDRESS**

**POSITIVELY NO GOODS DELIVERED UNTIL ALL CHARGES ARE PAID**

On these two facing pages are illustrated the household goods storage forms adopted by the American Warehousemen's Association. No. 1. Warehouse Receipt, is in triplicate and is 10 by 14 inches. No. 2. Original Tally Sheet, is in duplicate, one white and one yellow, and is 8½ by 11. No. 3. Additional Tally Sheet, is in duplicate, one blue and one yellow, and is 8½ by 11. No. 4. Goods Added to Storage, is in duplicate, one white and one yellow, and is 8½ by 11.

"Particularly directed to the attention of the reader is the text appearing on the face of the form at the bottom of the page, directing specific attention in bold face type to the specific method of consigning merchandise for storage or distribution and calling attention to the necessity for the protection of the client in sending to the warehouse company, in advance of the arrival of the car, Bill of Lading and Manifest of Contents, for receiving and checking purposes. While, for the purpose of this particular form, the matter may be without the jurisdiction of the form, it has been

concluded that the notice of freight forwarded for storage or distribution and manifest for checking purposes is of interest not only to the warehouse company but for the protection of the storer."

## Form 2

THE work of the second sub-committee J. Earle Bacon, chairman—dealt with the receiving Bill of Lading—Manifest or Unloading Sheet—and was construed as "method." In the ordinary operation of warehousing, whether merchandise,

cold storage or household goods, the report states, it is necessary, in order to protect the interests of all, that the warehouseman be fully advised regarding the commodity to be handled—as to how the merchandise is traveling, whether in carloads or less than carloads, whether sent by express, parcel post, motor truck; the kind of goods to be received, the name of the owner, and whether for cold or general storage or for distribution, etc., in order that intelligent and rapid unloading check may be made.

"The problem," the report says, "then



"It is believed that shippers are not aware of the extent to which disregard of these suggestions increases the cost of and slows up the machinery of distribution—often resulting in merchandise being sent to public storage, accumulating additional charges, adding to delay in delivery, and perhaps resulting in disposal of the merchandise at public sale at a loss to either the shipper or consignee."

To carry out this "method," the committee prepared three small attractive stickers (shown on page 10) designed "to arrest the eye of the recipient before the hand might move toward the wastebasket." These stickers, respectively red, green and blue, are about five inches long and three inches deep each, and will be sold, virtually at cost, to A. W. A. members through the office of the secretary, Charles L. Criss, Pittsburgh. The committee's report urges the members to buy the stickers freely and continually use them, "as only by constant repetition will the message produce a permanent impression in the mind of the shipper."

#### Form 3

THE third document is the Over, Short and Damage Report, worked out by a sub-committee headed by R. C. Stokell.

In this connection it should be explained that several years ago committees representing the A. W. A. and the National Distributors' Association—the organization of traffic and sales managers—worked out a standard "Memorandum of Arrival." This document is now recommended for abandonment, the Greeley committee explaining:

"After a careful survey of the situation and a careful study of the process followed in the handling of merchandise arriving at the warehouse, and consideration to the discussion and legal entanglements which have been brought out at the annual meetings of the A. W. A. regarding the misuse of the Memorandum of Arrival by its being interpreted, not only by the owners of the merchandise but banks as well, and upheld by the Courts, as a warehouse receipt, the committee deemed it unwise to suggest for further use the form covering Memorandum of Arrival—feeling that either the negotiable or non-negotiable receipt covered all the points contained in a Memorandum of Arrival."

The committee accordingly characterized the Memorandum of Arrival as "more or less of a makeshift fraught with some legal dangers" and recommended the use only of the non-negotiable or negotiable form of receipt "for acknowledging receipt of property for storage and distribution."

The report says that the subject of sending out a postal card notice to shippers of arrival of merchandise was discussed but that the committee decided not to adopt the postal notice as standard practice "on account of the fact that it was not generally used by warehousemen." The committee pointed out, however, that this fact "would in no way bar warehousemen from using the postal notice as an individual practice."

The Over, Short and Damage Report form approved is, the committee emphasizes, "the result of many conferences with the transportation interests and shippers and the going over of hundreds of warehouse Over, Short and Damage forms submitted." The Greeley report adds:

"The form bears the approval of the

American Railway Freight Claim Agents' Association."

Owing to conditions existing in the cold storage branch, the O. S. & D. form adaptable for merchandise plants will not do for cold storage houses, and accordingly Mr. Bacon, on behalf of the latter, presented a special form which, while embodying the features of the merchandise form, carries, in addition, the words "How Loaded, Stowed and Braced," with space for such information. The committee comments that "a further discussion of this subject will discover whether it will be possible to cover the field by using one form including all the features now embodied in the two forms."

#### Form 4

THE work of the fourth sub-committee, headed by Mr. Gerhardt, dealt with the negotiable and non-negotiable forms of Warehouse Receipt. Both had previously been standardized by a special receipts committee headed by Mr. Gerhardt, and the Greeley report says:

"The committee therefore has accepted the receipts so adopted, embodying, however, the additional information required on account of the discontinuance of the Memorandum of Arrival."

These additions, in no way affecting the general form as previously approved by the A. W. A., are as follows: 1. Lot number. 2. Freight bill number. 3. Car initial and number. 4. Shipped from—.

As to the Terms and Conditions to be placed on the reverse when desired, the report says that "the warehouseman is to feel free to use his own Terms and Conditions but in cases where the standard Terms and Conditions of the American Warehousemen's Association are used, the form is to bear the notation, "Standard Terms and Conditions of the American Warehousemen's Association."

#### Form 5

THE sub-committee which worked out a form capable of providing necessary information covering the notice of orders filled, forwarding Bill of Lading, etc., is headed by S. M. Green, Jr., and in its early survey found that with only one exception no two warehousemen were using the same form. The sub-committee revised these various forms, eliminating undesirable features, and has provided a combination of forms as follows:

1. Office Record—to be returned to office for filing as a permanent office record. 2. Notice of Delivery—to be mailed to storer with Bill of Lading (if out-of-town shipments). 3. Delivery Order—to be presented to teamster as authority for delivery. 4. Teamster's Copy—to be presented to teamster for local deliveries. 5. Stock Record. 6. Extra Form—to be used by warehouseman as desired. 7. Standard form of Bill of Lading.

"The committee believes," the report states, "this set of forms to be complete in every detail and containing all the

information required, including the Bill of Lading, which represents a great saving in time and labor. The sub-committee has considered the marked difference in method used by the merchandise and cold storage houses and has carefully considered a form readily usable by either branch of the industry.

"As many warehouses are now using machines in making and keeping their records, consideration was also given to a form feasible for use by typewriter, machine or hand. While the standard form proposed will be the usual 8½ by 11 size, the committee recommends for local deliveries by cold storage warehouses the use of a form in smaller size where desired. The forms presented (not including the B/L) are to be used as follows:

"1. Office Record—to be returned to the office for filing as a permanent office record. 2. Notice of Delivery—to be mailed to storer with Bill of Lading (if out-of-town shipment). 3. Delivery Order—to be held by delivery clerk for delivery. 4. Teamster's Copy—to be presented to teamster for local deliveries."

The report explains that this system permits, by use of manifold devices, the complete set to be made with one writing, whether done by hand, typewriter or special machine, and may include also the Bill of Lading when desired. In this connection the Underwood Typewriter Co. staged an exhibit, at the Houston convention, showing the operation of these forms by machine.

#### Form 6

THE sub-committee which considered Invoice and Stock Report forms is headed by D. L. Tilly and had at its disposal approximately 100 forms from which to select the most favorable points. As explained:

"The forms submitted by this sub-committee represent as complete a detailed set of forms for both—invoice and stock report—as is possible for experienced warehousemen to provide without encumbering the forms with an innumerable amount of unnecessary detail and so-called 'red tape.' The forms are concise and understandable and represent all the ideas requested by the national distributors whose opinion was obtained."

It was explained at Houston by Mr. Greeley that some distributors objected to a joint invoice and stock report because the invoice goes to the auditing department while the stock report goes to the treasurer. Accordingly the committee worked out the forms separately.

Regarding all these forms, Mr. Greeley expressed opinion that a central print shop seemed the one best way to get publicity and distribution, and arrangements have been completed with the O. S. Hubbell Printing Co., Hubbell Building, 648 Huron Road, Cleveland, as official printers for the committee, to hold the merchandise, cold storage and household goods forms in type, making it possible for the members to obtain the lowest

possible prices for present and future orders. The forms are on good bond paper, specially made, and watermarked with the seal of the A. W. A. The Hubbell company will supply information as to prices.

#### Receipt Copyrighted

IT was brought out by Mr. Gerhardt at the Houston convention that the standardized warehouse receipt is copyrighted by the A. W. A. Reports received by him in recent months indicate that the receipt already was being widely used, and he predicted that more than 75 per cent of the members would be using it before the close of 1924. Two State associations have adopted it.

The receipt must be used in its entirety, Mr. Gerhardt pointed out, so as not to cause any infringement on the copyright. To be on the safe side the warehouseman should place Terms and Con-

ditions on the reverse, he said, and he could place either those of the A. W. A. or his individual ones, but if only part of the A. W. A. ones were utilized, they should be grouped accordingly, and same procedure followed if only parts of individual ones were used.

Mr. Gerhardt urged warehousemen to review the Uniform Warehouse Receipts Act and to make their Terms and Conditions, if they used individual ones, conform with that Act.

He said that the situation was one to be watched by the association so that uniformity and context would not be destroyed and to see that houses not members of the A. W. A. did not put "Approved by the American Warehousemen's Association" on receipts which did not follow the text.

Receipts could be either printed or lithographed, he said.

In regard to a suggestion that the

receipt be distributed among the bankers, Mr. Gerhardt said that this work had been assigned to the association's committee on banks and warehouses.

#### Household Goods Forms

THE committee which prepared the household goods forms was headed at first by R. T. Blauvelt, who during the work resigned in favor of T. A. Jackson. The committee was especially favored, the report states, because the task of simplifying forms for this branch of the industry had been well under way for a number of years, and—

"The committee therefore feels that in presenting its report it has produced a set of forms which are pleasing to all the household members and will without question be adopted by the household goods division as standard in their operation with the public."

## Railroad Free Storage Is Protested by Philadelphia Warehouse Interests

CLAIMING as discriminatory the railroads' allowance of 48 hours' free storage of merchandise coming into the city consigned to warehouses closely affiliated with the carriers, merchandise brokers who are members of the Association of Manufacturers' Representatives, Inc., met in The Bourse, Philadelphia, on Feb. 21, with railroad officials, public warehousemen and representatives of various organizations interested in the port of Philadelphia.

The meeting, called by E. R. Maize, Jr., chairman of the traffic and warehouse committee of the Association of Manufacturers' Representatives, was in definite protest against the alleged discrimination and to ascertain the attitude of the railroads on this question. Both brokers of food products and independent storage warehousemen registered their protest, but received no satisfaction from the railroad officials, who proved extremely reticent, desiring, they said, some definite suggestion or plan to lay before the management. It was finally decided to appoint a committee, in the near future, which would give further consideration to all sides of the question.

The warehouses enjoying the special privilege from the railroad companies are the Merchants Warehouse Co., working closely with the Pennsylvania Railroad, and the Pennsylvania Warehousing & Safe Deposit Co., working in conjunction with the Philadelphia & Reading Railway. The independent storage warehouse concerns do not get the 48 hours' free storage allowance.

The independents and the merchandise brokers do not wish the railroads to cancel the privilege allowed the favored warehouses, they explained, but demand

that all the warehouses receive equal treatment in the matter of free storage for the first 48 hours.

#### Complaint to I. C. C.

It was brought out that Baltimore interests have filed a complaint with the Interstate Commerce Commission against similar alleged discrimination, and it was strongly intimated that an appeal to the same body would be made in the Philadelphia case if the matter were not adjusted to the satisfaction of local independent warehouses and merchandise brokers.

Those in attendance included George R. De Long, operating the Eastern Warehouse Co. and the International Warehousing Co., Philadelphia; E. V. Sullivan, vice-president of the Terminal Warehouse Co., Philadelphia; Norman C. Settle, treasurer of the McCormick Warehouse Co., Inc., Baltimore; George M. Richardson, treasurer of the Merchants Warehouse Co., Philadelphia; division freight agents of the Pennsylvania, Philadelphia & Reading and Baltimore & Ohio Railroads; Albert G. Peterson, president of the Association of Manufacturers' Representatives, Inc., and J. S. Eiseman, both representing the Corn Products Refining Co.; Edwin R. Maize, Jr., chairman of the traffic and warehouse committee of the Association of Manufacturers' Representatives, Inc.; representatives of various grocery, flour, cereal, milk and kindred interests, and representatives of Philadelphia civic and commercial organizations, including the Chamber of Commerce.

Opening the meeting, Mr. Maize said that brokers and warehousemen had held several meetings with representatives of

local trade bodies, but that these had been ineffective in so far as results were concerned, and that it was accordingly decided to try to learn the attitude of railroad officials. Robert Montgomery of William H. Montgomery & Co., wholesale grocers, president of the Grocers & Importers' Exchange, was elected chairman of the meeting, and Mr. Maize secretary.

Mr. Montgomery said the protesting interests desired to learn why some of the warehouses received the 48-hour free storage privilege, while others did not; that no one seemed to know when the contract was made, when it was supposed to expire, and that an answer to these questions was wanted.

W. H. H. Willis, division freight agent of the Pennsylvania Railroad, said the plan had been in effect a good many years. When asked whether the free allowance was not discriminatory, he was non-committal, saying he would like to have some definite suggestion to lay before the management of his company.

Mr. Montgomery asked if something could not be done to equalize the situation and place the independent warehouses on the same footing with those having carrier affiliation. It was brought out that, while the railroads absorb the charges for unloading cars at their affiliated storage plants, the brokers pay the independent public warehousemen direct for this handling. The railroad warehouses get 40 cents a ton, and the independents 1 cent a case for handling No. 2 cases, or those weighing 40 pounds. For such cases they receive 2½ cents per case for the first month's storage and 1½ cents the second month. The handling charges for No. 3 cases, or those

(Concluded on page 37)



# Uniform "State Control" Law Will Be Prepared for Emergency Use

## *Special A. W. A. Committee to Write a Model Statute Dealing with Public Utilities Regulation*

UNITED STATES SENATOR HIRAM JOHNSON of California, in the ring for the Republican nomination for President, was responsible for the California law under which public warehouses in that State are under public utilities control. A question before the storage industry today is whether it should be placed under such regulation in all the States.

The problem was threshed out in discussion at one of the sessions of the merchandise division of the American Warehousemen's Association at the Houston convention and a majority of the opinions voiced favored public utilities control. This action was taken by the division:

A special committee will be created to prepare a uniform law. No effort will be made by the association to have the law enacted in the various States. But if the warehousemen of any State decide that they will seek regulation, the text of the law will be placed by the association at their disposal. Or if other business interests, or politicians, in any State endeavor to have the warehouse industry regulated, and it should become inevita-

ble that such regulation would come into effect, the warehousemen of that State would be provided with the law prepared by the A. W. A.

In this way uniformity would be established and it might be possible in time to have the same law in effect in all States where regulation is introduced, just as the Warehouse Receipts Act is uniform today in all but four of the States.

The special committee which will prepare the proposed law will select the best features, and eliminate any defects, of the laws as they stand today on the statute books of California and Minnesota. The committee will be a large one, not fewer than ten in number; will be geographical in character, and will include one member each from California and Minnesota and one member each from States where warehousemen either desire regulation or are threatened with it.

Discussion at Houston brought out that storage executives in a number of the States, including New York, Texas, Nebraska and Iowa, favor going under public utilities control.

A FEATURE of the discussion at Houston were viewpoints expressed by warehousemen in various States—first as to the operation and benefits of present laws; second, as to the desirability of regulation in States where regulation is not today in effect. These opinions were expressed by Roy C. Griswold, president of Griswold & Walker, Inc., Chicago, on behalf of Illinois; J. P. Feuling, president of the Central Warehouse Co., St. Paul, and president of the Minnesota Warehousemen's Association; S. M. Haslett, president of the Haslett Warehouse Co., San Francisco, on behalf of California; W. E. Halm, president of the New York Dock Co., New York City, on behalf of New York; John Bekins, president of the Bekins Omaha Van & Storage, Omaha, on behalf of Nebraska; L. E. Stone, secretary of the Blue Line Storage Co., Des Moines, on behalf of Iowa; Philip Godley, proprietor of Godley's Storage Warehouses, Philadelphia, on behalf of Pennsylvania; E. D. Balcom, president of the Dallas Transfer Co., Dallas, on behalf of Texas, and others.

Illinois Warehousemen were formerly under the control of Public Utilities Commission, Mr. Griswold explained, and the chief advantage was that the law

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### STATE CONTROL

IS public utilities control of warehousing beneficial to the industry? The warehousemen of California and Minnesota are so regulated and are happy under such control. Warehousemen in Iowa, Nebraska, New York and Texas desire it. Warehousemen in Pennsylvania are opposed to it.

The situation offers one of the big problems before the industry today. It was gone over at length at the Houston convention of the American Warehousemen's Association, and a summary of the discussion is here set down.

As a step toward preparedness, the A. W. A. is creating a special committee which will prepare a uniform law—first, for the guidance of warehousemen who want such control in their States; second, for use by warehousemen who, while opposed to control, may be threatened with it by other business interests or by political considerations.

brought all the companies together with regard to prices charged in accordance with tariffs filed. Each year a new tariff was filed, and in one year two tariffs. All this led to cost accounting and to the discovery of losses on some commodities and to the correction of abuses. Fortunately, Mr. Griswold said, the Commission was not political in character and was friendly to the warehousemen.

Two years ago the Illinois Commerce Commission succeeded the Public Utilities Commission, resulting in the storage industry no longer being under public control. "We were in doubt whether this being left out hurt or helped us," Mr. Griswold said. The warehousemen then got back of a bonding and licensing Act, under the supervision of the new Commission, and the Illinois men are now working to introduce rules and regulations compelling every warehouse to file a tariff of rates, the Commission not to have supervision, however, as to whether rates are too high or too low. Mr. Griswold commented that competition would see to it that the rates were not too high.

"We want," he concluded, "a limited public utilities control, by the State, which recognizes and legalizes a tariff, so that we will not be confronted with

temporary or needless additions to warehouse space."

Speaking for Minnesota, Mr. Feuling said that the constitutionality of the Minnesota law had never been passed on by the Courts. The tariffs filed show storage rates and handling rates both. The law affects only the cities of the first class—Duluth, Minneapolis and St. Paul. If, within thirty days after rates are filed, a shipper protests them, the law provides that a hearing shall be set at which both sides may present arguments. No hearings had ever been held, Mr. Feuling said, although the warehousemen would welcome such an opportunity to prove that their rates were reasonable and that it cost money to operate warehousing. In a few instances complaints were filed, he said, but "we had the facts, and the other side withdrew the complaint."

#### "Position Tenable"

Mr. Feuling cited the case of a nationally known distributor which objected to rates filed by a Minneapolis company and pointed out that attorneys for the distributor withdrew its complaint after going through the facts presented by the warehouse company. He added:

"To you who are not operating under the law, this information is valuable. Your position is tenable and the other fellow hasn't a chance if we as warehousemen are fair and reasonable."

W. W. Morse, president of the Security Storage Co., Minneapolis, and retiring president of the A. W. A., pointed out that accountants today could show that no man could build a warehouse at present construction prices and hope to operate it on less than a 7½-cent basis and make a profit. Mr. Morse refuted the idea that handling rates would not be upheld by a Commission, declaring that cost records would show that handling rates today were too low and that storage revenue was being borrowed upon to make up for handling losses.

Mr. Feuling brought out that in Minnesota the rates filed were built on the Minnesota association's base rate table.

Speaking for California, Mr. Haslett said this was the first State to regulate warehousing—back in 1912. The thing went through without the warehouse industry being consulted. The State Railroad Commission's decisions had been generally sound and impartial, Mr. Has-

lett declared, and its tendency was to act in the public's interest and to insure return of fair revenue on investments.

"Is regulation in the public interest?" is the question asked," Mr. Haslett said further. "Our answer is affirmative."

The warehousemen of California must issue schedules of charges and rules and regulations and these must be kept open for public inspection, Mr. Haslett explained. The Commission has the right to reduce rates if complaints are justified, and can approve increases if causes are shown. Refunds may be ordered if there have been overcharges. Rebates are unlawful, and there have been no prosecutions under this section. Rate stability had been brought about of which the storing public approved because all storers were treated alike, he said.

Mr. Haslett expressed opinion that warehousemen should be called on to furnish certificates of public convenience and that such a provision should be included in regulatory laws which might be enacted in other States. The California men tried to have such an amendment enacted in their State but have not yet succeeded.

Gerald FitzGerald, president of the Union Terminal Warehouse Co., Los Angeles, calling attention to the fact that Hiram Johnson was responsible for California's public utilities measures, declared that today there was not a public utility in California which would have the situation changed. Fair rates were assured, he declared, but, more important, the public received adequate service.

#### New York's Case

Mr. Halm, speaking for New York, said it was "difficult to argue, the need is so apparent as shown by conditions in New York." Mr. Halm said the number of public warehouses in the New York metropolitan district was not known but was probably at least 2000, of which 500 were merchandise houses with 25,000,000 square feet of floor space. The Warehousemen's Association of the Port of New York has twenty-six members operating 15,000,000 square feet. Of these members, only four file tariffs, and he expressed a hope that others would do so. Many of the New York warehouses, Mr. Halm declared, were earning not more than 2 per cent on their investment.

New York needed such a law as Min-

nesota's, Mr. Halm urged; a considerable number of the New York warehousemen were "on the fence" but believed such a law would be beneficial if warehousemen could frame it, independent of any political consideration. He continued:

"Personally, I have not the slightest fear but that, with proper cost accounting methods, we could convince any Commission that we are entitled to a fair revenue. I think I can safely promise that the next Legislature will have something to pass on. I believe that we are going to see a considerable number of States enact such legislation, and it is far better for warehousemen to have a hand in making such laws."

#### In Nebraska and Iowa

Speaking for Nebraska, Mr. Bekins said that warehousemen in that State were formerly opposed to State regulation but had now concluded it was time to have it. He pointed out the lack of uniformity of the California and Minnesota Acts and stressed the desirability of uniformity.

Mr. Stone, talking for Iowa, alluded to "cut-throat competition" by owners of vacant space. Iowans had been considering State control, he said, and he predicted that they would agree upon proposed legislation based on the Minnesota law, to be presented to the Legislature in 1925.

Mr. Balcom, for Texas, said that the Texas Warehouse and Transfermen's Association was cooperating with State authorities to get a law enacted which would be favorable to the industry.

Mr. Godley, for Pennsylvania, believed State control was "a dangerous thing" and that warehousing would be unsafe under it, although he approved bonding and licensing and certificates of public necessity. He urged that warehousing as an industry was not a public utilities anyhow, in the sense that railroads were.

W. Lee Cotter, Mansfield, Ohio, head of the Cotter chain of warehouses in Ohio, cited public confidence in all public utilities bonds, pointing out that Commissions would always protect investors in such securities.

On motion by Mr. Haslett it was voted to create the special committee to prepare a uniform law, and on motion by Mr. Halm decision was reached as to size and geographical character of the committee.

## Chicago Warehouseman Is Author of Romantic Poetry

A WAREHOUSEMAN is author of what a Chicago newspaper calls "the literary sensation of the hour in Chicago." The storage executive is J. U. Nicholson, general manager of the Central Storage & Forwarding Co., Chicago, and the book is "King of the Black Isles," a volume of romantic poetry.

Mr. Nicholson's first poem appeared several years ago in the "Line o' Type" daily column in the Chicago Tribune. The conductor of the column was shown

with requests for more verse by the anonymous author. Subsequently Mr. Nicholson's poems appeared in the popular "colymus" of other Chicago dailies, but not until the recent publication of "King of the Black Isles," a collection of these newspaper verses, did the identity of the contributor become publicly known. A Chicago newspaper, reviewing the book, says:

"Mr. Nicholson is a romantic who writes a melodious, Swinburnian line,

and part of his popularity may be regarded as due to the instantaneous approval of readers who have found experimental poetry too difficult to understand and have longed for something they could really enjoy."

By noon of the first day when the book was placed on sale in Chicago bookstores the first edition of 500 copies had been sold out and the presses were at work on a second edition.

## Action and Progress Feature Convention of the Three Major Associations

**Simplification, Public Utilities Control, Highway Transport,  
National Advertising, Insurance, Federal Competition—These  
Are Among Subjects Considered by A. W. A., N. F. W. A.  
and C. W. C. at Houston—Here Is the Story**

By KENT B. STILES

THE largest convention ever handled over the Missouri, Kansas & Texas railroad was also the biggest and undoubtedly the most constructive assembly of warehousemen in the history of public storage trade association activities. It took place at Houston, Texas, during the week of Jan. 21, and was the first joint meeting of the three major bodies of the industry—the American Warehousemen's Association, the National Furniture Warehousemen's Association and the Central Warehousemen's Club. Approximately 500 members and guests attended, gathered in the Rice Hotel from all parts of the United States.

The plan, previously discussed, to have the three organizations consolidate did not come to a head. The only mention of it on the floor was the announcement by George Hamley, Minneapolis, retiring president of the C. W. C., that the A. W. A. directors and the C. W. C. executive committee had adopted a resolution requesting the 1924 presidents of the three associations to consider and prepare an arrangement to combine into one organization and to report back as soon as possible. No policy in connection with the plan was made known by the N. F. W. A.

It was a convention at which discussion was backed by action along many lines of endeavor, and it paved the way for numerous progressive movements during the months ahead. Here are the features of what the warehousemen who attended agree was a memorable meeting:

1. Six standard forms and methods for merchandising and cold storage houses and seven standard forms for household goods warehouses were adopted by the A. W. A. This is the outcome of months of labor in cooperation with the Division of Simplified Practice of the Department of Commerce and the Domestic Distribution Department of the Chamber of Commerce of the United States. Secretary of Commerce Hoover is expected to endorse the forms with a view to having them uniformly adopted.

2. A uniform law for use if and when the warehousemen of various States go under public utilities control will be prepared by a special committee to be created by the A. W. A. to frame such legislation. No effort will be made by the A. W. A. to encourage warehousemen to seek such supervision, but the proposed bill will be placed at their disposal if they invite control or if they find it being

forced upon them in any State. Meanwhile it transpires that warehousemen in Iowa, Nebraska, New York and Texas are voluntarily planning to effect State regulation, whereas warehousemen in Pennsylvania are opposed to the idea.

3. A model bill for motor highway transport was considered by the N. F. W. A. If the directors approve, the bill will be presented to the Uniform State Laws Commission with a request that the Commission undertake to have it enacted into law uniformly in the various States. It was brought out that the N. F. W. A. had established friendly contact with the national electric railway interests in working on this problem of legislation and regulation.

4. Regional motor truck long distance hauling companies, on a cooperative basis by furniture warehousemen, may be undertaken between now and the N. F. W. A.'s Summer convention. These would be experimental in character and would serve as a guide to further effort along this line.

5. A national advertising campaign, designed to tell the commercial warehouseman's service-story to manufacturing interests, will be undertaken by merchandise storage executives. The financing will be done by private subscription on a *pro rata* basis, and a selected list of business magazines will be used.

6. The N. F. W. A. adopted a new plan of transit insurance which is expected to save the members from 40 to 60 per cent on this class of coverage. Discussion of insurance subjects generally brought out that the Eastern Union, an association of insurance companies operating in the Atlantic States, is engaged in tabulating fire losses on "sole tenant fireproof warehouses for the storage of household goods" in some of the larger eastern cities with a view to determining whether lower insurance rates may be granted, and that a similar survey is under consideration by the Western Union, operating in central States.

7. The N. F. W. A. voted to publish an experimental "first issue" of an association magazine intended to educate the public and to create a demand for storage. The members' reaction to the first copy will determine whether subsequent issues will appear.

8. The N. F. W. A. may carry to the United States Su-



preme Court the question of the priority of the warehouseman's lien over that of the mortgagee, with a view to having a statute uniformly enacted in the various States.

9. The A. W. A. adopted a number of resolutions—one protesting against governmental competition with warehousing, whether of Federal, State or municipal character; another approving the Mellon tax plan; a third endorsing the Transportation Act of 1920.

10. The N. F. W. A. adopted several standard forms, provisionally approved others, and laid the groundwork for constructive work on several more. Those adopted were a new form of Shipping Order, covering the shipping feature of the furniture warehouse business; and a Packing Ticket. In connection with the Packing Ticket, a Requisition Blank, in duplicate, may be worked out later. A plan for estimating, hooking it up with actual packing methods, will be presented at the Summer meeting. A proposed form of warehouse receipt was presented for criticism with a view to adopting it in due time. Six standard forms which "reflect the theory and method of accounting" were approved; these line up income, expense and distribution accounts and provide for journal, cash book, voucher, register, general ledger, accounts receivable and accounts payable, and the forms will be supplemented by cost analysis forms and ones for cost basing, at the Summer meeting.

11. The A. W. A. merchandise division voted that the executive committee recommend to the directors the formation of plans for organizing more State associations. Merchandise warehousemen of Pennsylvania held a meeting of their own and organized the Pennsylvania State Warehousemen's Association.

12. The A. W. A. merchandise division voted that a special committee be created to establish a bureau for providing speakers, who would be warehousemen, to address chambers of commerce, traffic clubs and schools, trade conventions, etc., with commercial warehousing's story of service.

The foregoing covers action taken in a dozen important directions. Other features may be set down briefly as follows:

A chart showing storage and warehouse handling rates

AT the eleventh hour the convention switched from Galveston to Houston. It had been planned to hold the meeting in the Galvez Hotel, Galveston, but the Galvez management threw up its hands in despair when it found that it was expected to accommodate some 500 persons. The Texas Warehouse & Transfermen's Association, host to the delegates, got in touch with the Houston Transfer & Storage Men's Association, and the Rice Hotel in Houston promised the necessary accommodations. The promise was kept and the machinery of handling the convention operated smoothly throughout.

The convention was opened with a joint meeting of the A. W. A., N. F. W. A. and C. W. C. Later separate meetings of merchandise, household goods and cold storage men were held in various rooms.

W. W. Morse, president of the Security Storage Co., Minneapolis, in his report as retiring president of the A. W. A., said 1923 was a "most difficult year" for merchandise and cold storage houses, though "quite satisfactory" for the furniture men.

Confidence being lacking, on the part of manufacturers, as to maintenance of existing commodity prices, all endeavor-

ed to do business with as small stocks on hand as possible, fearing a drop in prices, Mr. Morse said, and—

#### Stocks at Low Levels

"As a result, business has been put on a hand-to-mouth basis with a very rapid turnover, and stocks of goods in warehouses have been reduced to the lowest levels known in many years. This has not only reduced the normal quantity of goods in public warehouses but has placed in immediate competition with the warehousemen large amounts of vacant warehouse space belonging to jobbers and wholesalers, as well as the space made vacant by firms who have gone out of business during the depression.

"The deflation which has taken place in the packing house business, has also thrown on the market large amounts of cold storage space, thus vitally affecting the cold storage warehousemen, and they in turn have sought for business which formerly was considered the almost exclusive field of the merchandise warehouseman.

"As a result of these new conditions, which have made it increasingly difficult for the merchandise and cold storage warehouseman to make a satisfactory

in effect—the storage rate per package per month and the handling rate per ton into and out of the warehouse—on 45 commodities in 89 cities in 41 States and Canadian Provinces on Jan. 1, was presented by George A. Rhame, Minneapolis, secretary of the Central Warehousemen's Club. Mr. Rhame emphasized that apparently many merchandise storage companies were absorbing thousands of dollars of their handling losses through their storage.

The N. F. W. A. voted down a motion that it be the sentiment of the association that furniture warehousemen should be licensed and bonded.

The A. W. A. reiterated its policy that the uniform Warehouse Receipts Act should not be indiscriminately amended.

A symposium of business conditions among merchandise houses showed that the average occupancy of space was from 40 to 75 per cent in various cities whose representatives reported, with the greatest source of competition being vacant manufacturing space being dumped into the market. Household goods business was reported to be generally good.

Discussions brought out that household goods claims paid by the railroads decreased in 1923, as compared with 1922. The campaign for better packing will be continued by the N. F. W. A. and the American Railway Association.

The various elections of officers resulted in the selection of the following men as presidents:

A. W. A.—Gardner Poole, president Commonwealth Ice & Cold Storage Co., Boston.

C. W. C.—Thomas J. Skellet, president Skellet Company, Minneapolis.

American Chain of Warehouses—George S. Lovejoy, manager general storage department Quincy Market Cold Storage & Warehouse Co., Boston.

Pennsylvania State Warehousemen's Association—Philip Godley, proprietor Godley's Storage Warehouses, Philadelphia.

N. F. W. A.—Semi-annual meeting; no election of officers until Summer.

All these various high spots of what took place at Houston are presented in more detail elsewhere.

showing in the conduct of his business, the great value of association work has become more and more apparent, and I think it safe to say that never before have the warehousemen of the country been so thoroughly convinced of the need of association work, nor have they given as much time and work to association matters as in the year just passed."

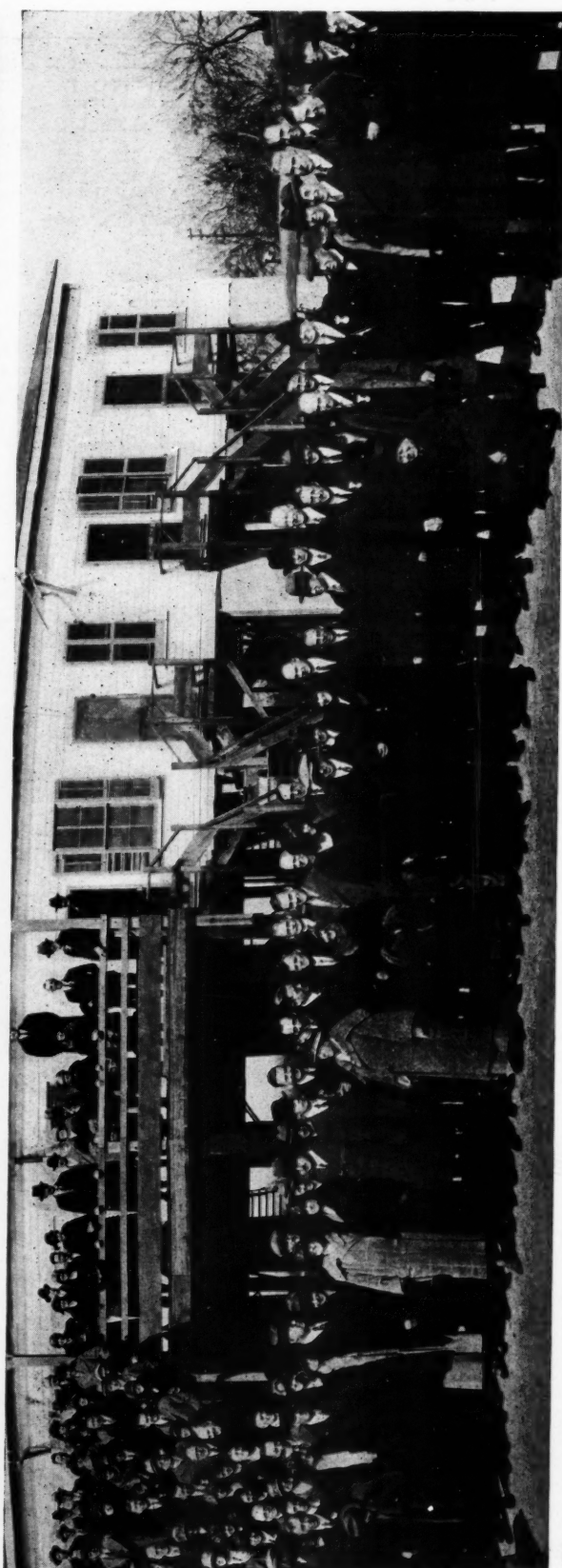
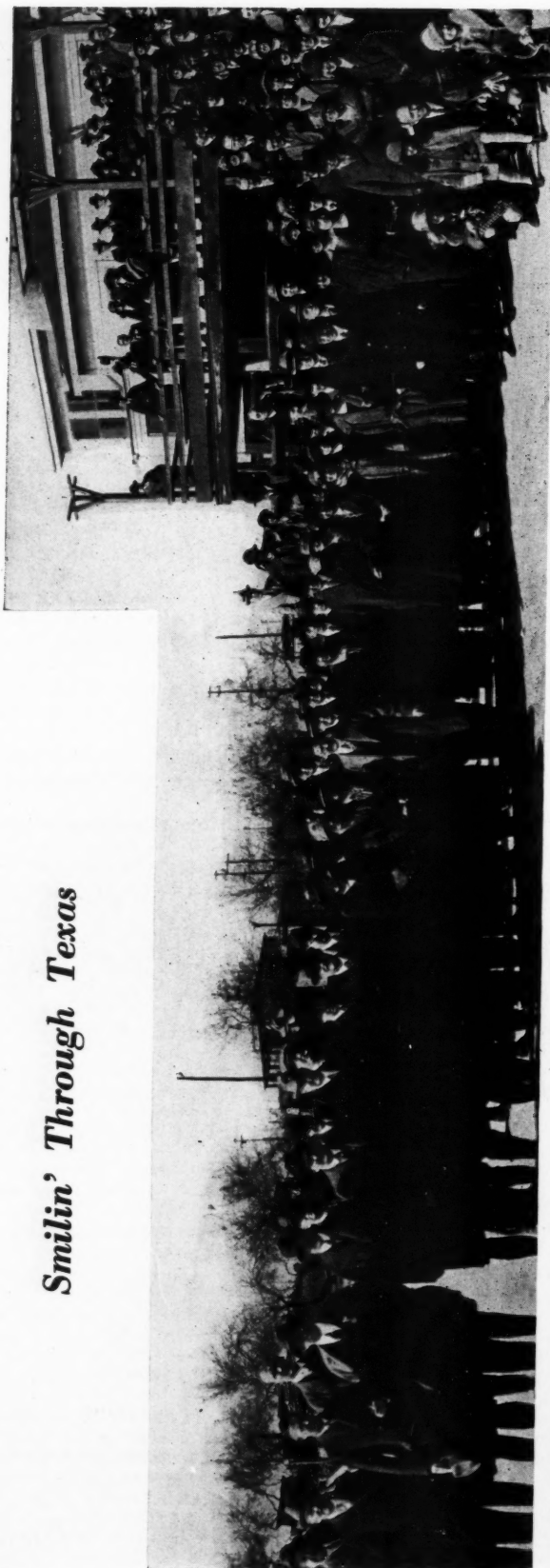
Mr. Morse reviewed the A. W. A.'s activities in 1923 and gave an account of his stewardship during three years as president and urged that he be relieved of the office.

F. L. Bateman, Chicago, president of the Trans-Continental Freight Co., in his report as president of the N. F. W. A., said that new plant construction had fallen off materially and that fireproof storage space for household goods had increased less than one-half of 1 per cent of outstanding area since July last. He continued:

"The wisdom of members in extending their investment in high grade, strictly fireproof facilities during the past ten years is growing more and more apparent. With the abandonment of lofts and small non-fireproof buildings, as a result of post war conditions, very little of this character of competition is felt.

(Concluded on page 34)

# *Smilin' Through Texas*



*These are only some of the delegates and guests who attended the Houston convention of the A. W. A., N. F. W. A. and C. W. C. The picture was taken on Jan. 26 in Galveston during a sight-seeing tour after the convention had adjourned.*



**ACCOUNTING FORMS FOR  
FURNITURE STORAGE MEN**

ONE feature of the joint meeting of the N. F. W. A. and the household goods division of the A. W. A. was the adoption, by the N. F. W. A., of that organization's cost and accounting committee's report. In this report were presented six forms:

1. Journal and Charge Income Record.
2. Cash Book and Cash Income Record.
3. Expense Voucher Register.
4. Distribution of Cartage Expenses.
5. Distribution of Overhead Expenses.
6. Distribution of Real Estate Expenses.

These forms were worked out by the committee, headed by William R. Wood, secretary of the Liberty Storage & Warehouse Co., New York, in cooperation with Henry Reimers, Chicago, a cost accounting authority, who is field secretary of the N. F. W. A.

It will be recalled that several years ago the N. F. W. A. made public a cost outline for household goods warehousing. Mr. Wood explained in his report at Houston that the outline was the foundation basis only and had no example forms to illustrate the system, and that the system needed amplification so that it would show more exact data for its application to cartage, packing labor, packing material and other departments.

**Theory and Method**

Hence the six forms mentioned in the foregoing. Mr. Wood explained:

"These forms reflect the theory and method of the accounting plan and other matters embodied in the first ten pages of the published outline. The warehouse and other cost analysis forms, and those for cost basing, will be presented at the summer meeting.

"In the forms now before you we have lined up the income, expense and distribution accounts and have provided for journal, cash book, voucher register, general ledger, accounts receivable and accounts payable. We have undertaken to combine these records so that time and money will be saved, and your book-keeping will be simplified."

The report contained a list of "typical entries," with explanations, and these, together with the six forms, will be published in *The Furniture Warehouseman*, the N. F. W. A.'s official organ.

Mr. Wood explained that the committee did not claim that the system was perfect, but that it was workable and could be used by a majority of the members.

It is the plan of the committee to submit the forms and examples and explanations to the various State and local associations of the country. The associations will be invited to examine the forms and to prepare suggestions for changes and refinements and to submit these to the committee for possible incorporation into the committee's report at the annual meeting in the Summer. The State and local associations will be urged to have special cost finding committees work with the Wood committee, and to have

the State and local committees include in their personnels the accountants of some of the leading storage companies. Prior to the Summer convention Mr. Reimers will personally take up consideration of the forms with the State and local committees in his travels.

**RESOLUTION BY A. W. A.  
APPROVES MELLON TAX**

IN addition to the resolutions adopted by the A. W. A. at Houston protesting against Government competition in warehousing, as set down elsewhere on these pages, the resolutions committee—John Nichols, Boston, chairman; R. H. Switzer, St. Louis, and P. J. Mills, Des Moines—presented a number of other memorials at the final evening session, and all were unanimously adopted.

As a preamble to the resolutions, the committee declared that it believed it would be "bad business, bad politics and bad manners" for it to undertake to commit a non-political organization such as the A. W. A. on questions of legislation or Government "which do not directly affect the warehouse business as such, or on which there may be legitimate difference of opinion in the organization."

One memorial touches on the Mellon tax plan and reads:

"That we heartily approve the report recently made to Congress by the Secretary of the Treasury, urging certain changes in the tax law of the United States; and further, having confidence in the good judgment and practical common sense of President Coolidge, we join him in recommending to Congress that the changes be made exactly as submitted by the Secretary."

Under another resolution the association voted that "we heartily endorse and approve the Transportation Act of 1920 and earnestly oppose any amendment at the present time."

Another memorial alluded to the decision of W. W. Morse not to accept a renomination for the presidency, and reads:

"That, while we submit with regret to the determination of our president, Willard W. Morse, to decline a reelection, we recognize the fact that we have no right to ask one who has given so richly, to continue to give without limit.

"Our obligations to him are unredeemable, and we are proud to remain his thankful debtors now and forever."

Another resolution expressed gratitude to the Texas Warehouse & Transfermen's Association for its "glorious example of Southern hospitality" and added that "we now realize the meaning of the two words and understand why everybody gets up and yells when the band plays 'Dixie'."

**C. W. C. Has 167 Members**

The membership of the Central Warehousemen's Club up to the close of last December was 167 companies, it was reported by the secretary, George A. Rhame, Minneapolis.

**COLD STORAGE MEN TALK  
ABOUT HANDLING COSTS**

THE sessions of the cold storage division were devoted to problems and discussions peculiarly of interest to the men engaged in that branch of the business. One feature was a talk on handling charges, by J. Earle Bacon, secretary of the Merchants Cold Storage & Warehouse Co., Providence, R. I.

Mr. Bacon is one of the leading authorities in the cold storage industry on handling costs, as he and his company keep very close records on handling. His figures showed that his actual overhead cost averaged from 160 to 400 per cent during the past four years, the overhead going down as the business increased.

It was brought out that the Merchants company keeps a record of every extra service and that charges are made if a service is important enough. Idle time, waiting for teams, etc., showed an average of approximately 26 per cent of the payroll. Miscellaneous labor, including sweeping, transferring of goods, etc., averaged 28 per cent of the payroll. An example was given of the overhead factors:

1. Non-productive labor	
a. Transferring merchandise.....	\$330
b. Idle .....	870
c. Miscellaneous operations.....	830
Total .....	\$2,030
2. Applied items, insurance departments, interest.....	\$860
3. Administration 60 per cent.....	1,990
4. Current expenses—warehouse expenses .....	150
5. Productive labor	
a. Extra service.....	\$120
b. Handling loads mdse.....	1,520
	\$1,640
	\$5,030

The foregoing shows that the overhead factors in this instance are 305 per cent, and the figures were cited by Mr. Bacon to bring out the importance of cold storage warehousemen separating their handling charges and storage charges in order to arrive at a reasonable charge to cover the handling of merchandise in and out. The theory is that someone has to pay for the idle time and the miscellaneous labor, and that such charges should not be assessed against storage but against the handling. In this way, it was pointed out, storage charges could be reduced, thus encouraging the storing of seasonable merchandise for longer periods and also protecting the warehouseman against the one month's storage of goods, which often means doing business at an actual loss.

**Publicity**

The publicity committee reported that various educational booklets had been issued during the year, that there had been some radio broadcasting, and that a motion picture film had been made which was now the A. W. A.'s property. Emphasis was placed on the value of educating school children by taking them through the warehouses and by cooperating with educational bodies in showing them the function of cold storage warehousing in order to avert stigmatizing by the term "cold storage."

A report on the American Association



of Ice and Refrigeration showed that organization to be closely in touch with all conditions having to do with refrigeration. The association is preparing for an important international congress in London this summer, and A. W. A. members were invited to attend.

The legislative committee reported the introduction of two bills in Congress on licensing cold storage houses. These would carry a license fee of \$500 for all houses doing interstate business, and the houses would be required to make tonnage reports to the Department of Commerce. Opinion was expressed that these measures probably would not be enacted into law.

There was some discussion of the advantages and disadvantages of public utilities control and the sentiment of the division was strongly against it, although there was no adverse sentiment toward legislation such as regulates cold storage houses in Minnesota.

The committee on broadening cold storage service reported that more and more the storage of strawberries, grapes and pineapples was being undertaken successfully, and that furs, woollens and silks were being stored to some extent by the members; also storage batteries and rubber products.

The Central Bureau committee gave general approval of the interchange of tariffs among cold storage members and strongly urged the more general issuing and publishing of cold storage tariffs, with the separation of storage and handling charges. The importance of knowing costs was emphasized. It was pointed out that virtually all other industries have cost studies under way and that the cold storage industry was lagging in this respect.

The committee on "code of ethics" recommended that the cold storage houses place their business on a high plane, operating it with a full feeling of responsibility for the honor, dignity and usefulness of the service rendered to customers. A further summary of the committee's counsel contains the following suggestions:

#### **Equity for All**

The warehouseman's business dealings should be absolutely honest with himself and his customers, and to do this he must get an adequate charge for all services, so that he will not charge one customer more than another for the same service. In order to do this it is necessary that the warehouseman should have a thorough knowledge of his business and that his profits should be based on mutual profits, both to himself and his customers. The warehouseman should be strictly truthful in all his dealings, which should be wholly confidential. The warehouseman should issue and publish a tariff and adhere to it. The tariff should cover charges for all services. The warehouseman should take upon himself the duty of advising his customers of all existing laws and rules. Legislation should be carefully watched so that the warehousemen can unite to combat unwise bills.

The report on monthly rates versus

seasonal rates recommended that seasonal rates be abandoned as being without justification. The modern warehouseman, it was stated, takes off his profit and loss sheet monthly, and no executive could expect to know his business through seasonal and annual reports only. It was strongly urged that all cold storage charges be put on the monthly basis.

The committee on insurance reported that members had found it to their advantage to take out more and more coverage so that now they have liability insurance protecting almost everything—boilers, engines, etc., and that some carry insurance against pipe breakage.

C. D. Morris, assistant to the chairman of the Western Railways committee on public relations, cited figures showing that more than 1,000,000 cars of perishable commodities are moved annually by the rail carriers; that the average increase over the rates in 1913 was 54 per cent; that labor, fuel, materials and taxes were the major items in the cost of transportation.

The division adopted a resolution pledging support to the Federal Bureaus of Agricultural Economics and Plant Research.

Under a new arrangement the cold storage division is to pay a flat sum to the association's treasury and will hereafter be able to have its own office and its own secretary.

### **RATE-MAKING SCIENCE EXPLAINED BY CARRUTH**

"RECENT Developments in Scientific Rate Making" were spread before the merchandise storage executives at Houston by Chester B. Carruth, actuary for the Illinois Association of Warehousemen.

The Illinois body last year assigned to its cost finding committee, Mr. Carruth explained, the duty of formulating a rating system which should be constructed along scientific lines and yet be practical of operation, and which should comprehend the various kinds of service which the members are called on to perform. While the completed document is not ready, the package rate tables which will go into it have been constructed, and copies of these were distributed at Houston for use during Mr. Carruth's explanation of their operation.

The tables, he stated, "are the result of an analysis of cost data collected over a period of three months in Chicago warehouses, taken in conjunction with the cost finding experience of other sections of the country covering several years and embodied in the Encyclopedia issued by the American Warehousemen's Association, together with a careful study of the various tables now in use in different parts of the country," the desire of the Illinois association being "to develop a rating system that would be scientific yet practical and reasonably simple of operation and which would overcome, to the greatest degree possible, the inconveniences and inconsistencies coexistent in all package rate tables in current use."

Mr. Carruth explained in detail the Illinois departures from other systems and the introduction of new features, and talked on the fundamentals of the superstructure of rate making generally. His address will be taken up in more detail in a future issue of *Distribution & Warehousing*.

### **SHIPPING ORDER FOR HOUSEHOLD GOODS MEN**

A NEW form of shipping order for the household goods executive was adopted at the Houston meeting. It was prepared and presented by the N. F. W. A. traffic committee and the A. W. A. transportation committee, the chairman of each committee being David Bowes, Chicago, vice-president of the Judson Freight Forwarding Co. This document, illustrated on page 25, is designed, as explained in the report submitted by Mr. Bowes, to "show the bases for rates applying on the various valuations on which household goods may be shipped." The views of a large number of warehousemen throughout the country were obtained. Mr. Bowes gave the following explanation:

"The form is intended to cover only the shipping feature of your business. The face provides for the name and address of the individual or company in whose possession goods are located; description of goods; points from and to which goods are to be shipped; name and address of consignee; declaration of value; a paragraph to cover shipments moving on commodity rates; transit insurance clause; space for valuation of express shipments; liability of warehousemen (when goods are in his possession); authority for warehouse company to act as agent for shipper in supplying omissions when shipping orders are incomplete; space for remarks to cover special instructions, etc.; and finally and most important, a dotted line for signature of the shipper. Everything essential is on the face of the order.

#### **Liability Clause**

"Reverting to the paragraph regarding 'Liability of Warehouseman': that clause might appear to be unnecessary in a shipping order, but it has been included for the protection of the warehouseman while goods are in his possession incident to the shipping and not in the technical possession of the carrier. The wording of this paragraph is a piece of pure plagiarism, copied verbatim from a standard form of the New York association. It is clothed in legal phraseology easily comprehended.

"On the back of the shipping order will be found the results of our efforts to show by quotations from the railroad Classification the bases on which class rates may be figured according to varying valuations at which goods may be shipped. Explanations and examples of how the rates may be figured are shown. Of course, it would be impossible to get up a form giving actual rates. But a suggestion is made that members might in many cases obtain from their respec-

## N. F. W. A. Standard Shipping Order

THE BLANK WAREHOUSE COMPANY.	
<b>SHIPPING ORDER AND DECLARATION</b> Covering goods now in possession of	
Name _____	Address _____ Apartment _____
Town _____	State _____
Description of Goods _____	
You are hereby authorized to ship goods from _____ to _____	
Consigned to _____	
Address _____ (For Purpose of Notification only)	
Unless otherwise instructed you are authorized to use your own discretion in routing this shipment.	
<b>VALUATION FOR RAILROAD SHIPMENT</b>	
Note:—Where the rate is dependent on value, shippers are required to state specifically in writing the agreed or declared value of the property.	
You are hereby authorized to declare the value of goods covered by this order to any Railroad Company, Steamship Company, or other Agency necessary in the transportation of the shipment at value hereinafter named:	
The agreed or declared value of the goods is hereby specifically stated to be not exceeding _____ per pound for each article, it being understood that in the event of loss or damage the amount of recovery will be limited to this valuation.	
(For Explanation of Value and Freight Rates See Reverse Side.)	
The railroad companies have special commodity rates on second hand household goods or Migrant Merchandise from _____ to _____ which are less than the class rates but this commodity rate will apply only on shipments when declared at value not exceeding _____ cents per pound. If value is declared above as not exceeding ten cents per pound you are authorized to ship at the commodity rate.	
TRANSIT INSURANCE: Insurance against _____	
may be obtained at _____ per one hundred dollars. Amount of Insurance desired. (If the value of any one package exceeds \$100.00, each such package must be separately described and value stated.)	
<b>VALUATION FOR EXPRESS SHIPMENT</b>	
Express Companies require that the value be declared for purpose of applying their proper rate and liability. The value is declared as _____ and you are authorized to ship by Express at Express Company's regular rate applying on valuation named.	
<b>LIABILITY OF WAREHOUSEMAN</b> (when goods are in his possession). Takes a greater value is stated herein the owner declares that the value in case of loss or damage, whether arising out of the storage, packing, unpacking, or handling of the goods, and the liability of the Company for any claim for which it may be liable for such as any claim of package and the contents thereof, does not exceed and is limited to fifty dollars. Where no greater value is stated the value is fixed, such value having been given the warehouseman to declare a higher valuation without limitation, in case of loss or damage from any cause which would make the Company liable and to pay the higher rate named therein.	
When delivery or shipping orders are incomplete, the owner authorizes the Company to act as his, her or its agent in supplying such omissions.	
REMARKS _____	
(Signature) _____	

Classification and Ratings					
OFFICIAL		SOUTHERN		WESTERN	
LCL	CL	LCL	CL	LCL	CL
1	2	1	2	1	2
If value of each article does not exceed ten (10) cents per pound.					
If value of each article exceeds ten (10) cents per pound and does not exceed twenty (20) cents per pound.					
If value of each article exceeds twenty (20) cents per pound and does not exceed fifty (50) cents per pound.					
If value of each article exceeds fifty (50) cents per pound and does not exceed \$2.00 per pound.					
If value of each article exceeds \$2.00 per pound and does not exceed \$5.00 per pound.					
If value of each article exceeds \$5.00 per pound.					
NOT TAKEN		NOT TAKEN		NOT TAKEN	

Carload Minimum weight 10000 lbs. 24 feet car; subject to rule 34 which increases minimum weight on increased dimensions of car.

L.C.L. Means Less Car Load	2	Means Second Class	1 1/2	Means 1 1/2 times First Class
C.L. " Car Load	3	" Third Class	D1	" Double First Class
1 " First Class	1 1/4	" 1 1/4 times First Class	D1	" Three times First Class

**EXPLANATION AND EXAMPLES OF FREIGHT RATES AND VALUATIONS ON L. C. L. SHIPMENTS**

If shipped at a valuation of not exceeding ten (10) cents per pound and the first class rate from point of origin to destination should be \$1.00 per 100 pounds, the rate would be \$1.00 per 100 pounds.

If shipped at a valuation exceeding ten cents but not exceeding twenty cents per pound, the rate would be \$1.50 per 100 pounds.

If shipped at a valuation exceeding twenty cents but not exceeding fifty cents per pound, the rate would be \$2.00 per 100 pounds.

If shipped at a valuation exceeding \$2.00 but not exceeding \$5.00 per pound the rate would be \$5.00 per 100 pounds.

Car load rates vary in different territories and must be figured on the basis shown above under respective headings.

The releasing of your goods to a specific valuation per pound means that in case goods are lost or damaged in transit, the amount of recovery will be limited to the declared valuation. FOR EXAMPLE: If goods are shipped at declared valuation not exceeding ten cents per pound and a package in the shipment weighing 100 pounds was lost or damaged the largest amount that could be collected from the railroad company would be \$1.00.

(This Space for Warehouseman's Record.)

Here is the standard Shipping Order and Declaration form adopted by the National Furniture Warehousemen's Association at the Houston convention. Obverse side is shown at the left and reverse side at the right.

The "Liability of Warehouseman" clause is copied verbatim from the standard form of the New York F. W. A.

tive freight offices lists of the first class rates to the more important points which could be kept on file for ready reference. The graduated rates for different valuations could then be readily figured out for approximate quotations to their customers. As a general rule, however, shippers should be advised that the freight rates are the figures quoted by the railroad and not guaranteed by the warehouseman."

#### Automobile Shipments

Mr. Bowes quoted from a letter which he wrote, on behalf of the N. F. W. A., to the Official Classification committee asking for a change in the Official Classification rules which would permit the handling of automobiles in consolidated cars of household goods or emigrant movables.

He read also a reply from the Official Classification committee to the effect that the committee was "not prepared, at this time, to reopen the subject."

Mr. Bowes reported also that the question of the railroad rule which permits only one piano to be carried in one car at the carload rate had been taken up with the individual railroads and with

the Classification committee, but that it had been found impossible to hold out any relief, but that "it might happen that the closer relations which are being developed between the railroads and the warehousemen may open the way for a reconsideration of a rule which is now inimical to the interests of both parties."

#### Store Door Delivery

Some specific instructions of methods of loading various pieces which make up a household goods shipment were presented by the Bowes committee, together with instructions as to proper marking, numbering and descriptions—with the thought that "when we load a car we should not load any of our troubles on to the man who has to unload the cargo."

Mr. Bowes quoted an Eastern railroad vice-president as expressing opinion that household goods as a commodity probably would never come within the scope of any contemplated store door delivery arrangement. The vice-president thought that the carriers as a whole would much prefer to have household goods assembled and forwarded, as far as possible, in carload lots instead of as L.C.L. shipments.

#### RELATIONS WITH LABOR ARE DISCUSSED BY BRAY

EVERY warehouse laborer is entitled to rewards measured by his cooperation, his industry and his skill in performance, and these should be "the ideas underlying the warehouseman's policy," Daniel P. Bray, president of the Monarch Transfer & Storage Co., Kansas City, told the N. F. W. A. in his report as chairman of the labor committee, at the Houston convention. Mr. Bray emphasized the following as things to be considered in relations with employees:

1. A greater distribution of work in the moving business, resulting in more steady employment.

2. Wages.
3. Methods of employment.
4. Cooperative education.
5. Apprenticeship.
6. Insurance.
7. Free medical service.
8. Savings and investments.

Discussing the first of these, Mr. Bray said that "a greater distribution of work would be far more remunerative to the employer," adding:

"Steady work makes a better employee from the mental, physical and moral



standpoint. We are forced to conclude that if we could all keep our vans working steadily, as well as the men in other departments, a 20 to 40 per cent increase in present salaries would not be felt as burdensome on the employer."

Alluding to wages, Mr. Bray said that the 1921 December report of the National Industrial Conference Board showed an average increase in salary for July, 1921, over, July, 1914, in twenty-six of the largest industries to be approximately 105 per cent.

"In a questionnaire sent out by your committee," the report says, "the information received in regard to wages in our line of business compares very favorably—about 105 per cent increase from 1912 to 1922. Since the last report of the committee there has been no material change in wages.

"It is worthy of notice, however, for us to take cognizance of the increase in wages in the last three years. It is interesting, when the peak of wartime wages has long since passed, to have increases in our line. That should be an awakening that we should not lose sight off."

#### Lack of Uniformity

Regarding methods of employment, Mr. Bray declared there was "no uniform or practical" method for obtaining warehouse laborers; 42 per cent of the members were applying to bureaus, associations, agencies and unions, and 58 per cent had no employment registration whatever—working "more or less of a hardship on the bulk of our members and most especially during the peak moving periods." About 35 per cent of the members had some method of getting help during peak periods, such as advertising, keeping records of former employees and applicants, unions, bureaus and associations, Mr. Bray reported; about 58 per cent had no particular method; while the other 7 per cent were fortunate in being able to keep the same crews the year round.

Regarding cooperative education, the report says that "by an overwhelming vote our members considered it advisable for the men in the different departments to help out in the other departments when needed therein."

As to apprenticeship, the chairman reported that there was "no dissenting vote to the fact that apprenticeship should be established in all branches"—with a regular scale of wages for the newcomers.

The report advocates insurance, free medical service and encouragement among laborers of savings and investment accounts.

#### Winter Convention Bids

Kansas City wants the next winter convention. Telegrams were received from Governor Hyde of Missouri, Mayor Cromwell of Kansas City, and the secretary of Kansas City's convention bureau.

Grand Rapids, Mich., also wired invitations—from the mayor and the city manager.

### FURNITURE FREIGHT CLAIMS LOWER IN 1923

CLAIMS which cost the railroads of the country \$1,500,000 in 1920, the same amount in 1921, and \$709,000 in 1922, because of damage to household goods, are estimated to have been only \$610,000 in 1923. Claims which express companies paid last year on similar shipments decreased proportionately.

These figures were presented to the furniture storage executives at the Houston convention by A. L. Green, representing the American Railway Association's committee on freight claim prevention. It will be recalled that last Fall Mr. Green's committee and household goods warehousemen carried on a campaign looking toward better packing and reduction of claims, consequent upon Mr. Green's address at the Mackinac Island convention of the N. F. W. A. last July.

"It is noteworthy," Mr. Green said in part during his talk at Houston, "that while L. C. L. payments, amounting to \$268,046 in the first nine months of 1923, were 15 per cent below those for the corresponding period of 1922, carload payments, \$192,432, went down about 21 per cent. In other words, assuming that the tonnage relation of these items to each other remained the same there was more improvement in conditions creating carload claims, which are largely within shippers' control, than in conditions responsible for L. C. L. claims, which are practically wholly within carriers' control. This means that the railways lagged behind the furniture warehousemen in getting rid of the causes of claims. . . .

"If your members would considerably extend the practice of reporting promptly to the forwarder all instances where loss or damage has resulted from faulty marking, packing or stowing in cars, often supporting the reports with photographs of serious damage or improper construction of crating, permanent improvement would undoubtedly result.

"What a splendid advertisement it would be for any warehouse company to be able to demonstrate that claims for damage in transit of goods packed by it were, say, 90 per cent less than the average; or, better still, if your associations could show statistically that damage claims as a whole, on goods packed by their members, were 90 per cent less, proportionately, than on goods packed in the home or by inexperienced packers. 'Risk of Damage Reduced 90 Per Cent' wouldn't be a bad heading for an advertisement!"

Declaring that the most difficult claim to adjust is that for concealed damage, Mr. Green urged that "the importance of close inspection of goods when received from the railroad cannot be stressed too strongly." He added:

"Mere external appearance is not a safe guide. It is necessary that the inspector take hold of articles and test the glass, legs, backs, rungs, etc., to satisfy himself that the pieces are not damaged. If all firms used a stamp on shipping papers reading, 'If goods are

placed in storage, claim, if any, for loss or damage must be made before storing,' our mutual interests probably would be better protected and the adjustment of claims facilitated. It might be possible to include such a clause in your proposed shipping order."

Alluding to the better packing campaign of last Fall, Mr. Green said:

"Sufficient information has now been received from your association and from the railways and express companies to give a fair idea of the value of the campaign.

"First, and probably most important, the attention of every railroad man interested has been called to the possibility of effecting considerable savings in the form of easily avoidable claims, as well as rendering a more efficient and satisfactory service to shippers. In the past many railroad officials appear to have regarded these claims as a 'necessary evil,' and the traffic more or less unprofitable because of the high rate damage. In our opinion the information distributed during the campaign overcame a great deal of this feeling and served to awaken in many claim prevention and traffic officials a realization that these shipments can be handled profitably if properly packed, with not much greater than the average risk of loss and damage.

#### Other Benefits

"As an outcome of the campaign, damage reports are being more generally analyzed to show the stations at which improperly prepared shipments are being accepted, and packing and stowing of shipments is being more critically examined for purposes of remedial action. The movement has clearly secured a permanent value that is bound to result beneficially to all interests.

"One feature prominently brought forward during the campaign is the advantage of having household goods prepared for shipment by a firm of recognized standing in the business. The very certain risk of damage resulting from the work of amateurs and persons poorly equipped to do a good job of packing was given wide publicity, both among claim prevention and local station forces and in the public press.

"Another bad condition has been the all too prevalent practice of accepting household goods, in carloads, without any wrapping, crating or protection. The Classification rules, which require practically the same protection for carload as for less than carload shipments, were brought to the attention of all concerned. There is no question but that the reports of violations of this rule during and since the campaign, and which have been referred to the railway managements for correction, have been effective in curtailing this practice."

Mr. Green alluded to the booklet, "The Packing and Preparation of Household Goods for Storage and Shipment," which the N. F. W. A. published recently and said his supply had been exhausted and that he could use more of them in his efforts to reduce claims. The convention voted to print another 400 copies for Mr.



Green to use for distribution among railway executives, to show that household goods should be prepared by experienced packers.

## MERCHANDISE MEN PLAN NATIONAL ADVERTISING

BY virtually unanimous vote the merchandise division of the A. W. A. approved in principle a suggestion presented by W. Lee Cotter, head of the Cotter warehouses of Ohio, on behalf of the committee on advertising and joint publicity, of which he is chairman. The method of carrying out the Cotter plan will be left to the division's executive committee, but the money for financing will come not from the division's treasury but will be privately subscribed by such members as wish to join in the plan.

The plan calls for an expenditure, for one year, of \$25,000 and provides for advertising in "six publications whose circulation is largest among executives, including general managers, sales managers, traffic managers, etc.," with this publication advertising to be supplemented by two direct "by-mail" pieces designed and printed in two colors.

The six publications selected for this advertising are *Nation's Business*, *Distribution & Warehousing*, *Traffic World*, *Factory*, *Industrial Management* and *Sales Management*. Under the plan the subscribing members would buy \$17,804 worth of space during one year in these publications—not to advertise any individual company but to put warehousing's story, as an industry, across to the business interests of America.

Art work and plates necessary for change of copy, etc., would cost, Mr. Cotter estimated, \$3,060; advisory advertising service to the subscribers, \$2,500; two two-color mailing pieces, 17 by 11 inches, 5000 copies each, for direct mail distribution, \$1,360; and envelopes and postage, \$276, making \$25,000 in all.

Mr. Cotter pointed out in his report that warehousing had become one of the leading industries within the past few years, adding:

"You may say that this was not due to advertising, for no advertising at all has been done by the association and until recently very little by the individual warehousemen. But in the past ten or fifteen years millions of dollars have been spent by the manufacturers of products, and the increase in the sale of these manufactured products resulting from the manufacturers' advertising has made it necessary for the manufacturer to seek warehousing facilities.

"Now it is our duty to advertise, not to the general public but to the manufacturer, shipper and distributor. To educate them to the use of the modern warehousing facilities offered by the members of this association, and to bring before these men more frequently the advisability of doing business with men of integrity such as compose the membership of this association. It is reasonable that we should strive to build up the prestige now enjoyed by this associ-

ation, and advertising of the right sort is one means of doing so.

"We feel that the story of warehousing service must be boiled down to the language of general understanding and, if told in a direct, simple, informative manner, and concentrated to a direct appeal, and to those only directly or indirectly interested in distribution and warehousing problems, the association and its members will soon see the advantage, and as the years go by will be willing to grant larger appropriations for the purpose of advertising."

The Cotter report will be printed and sent to all A. W. A. merchandise members in advance of any action by the executive committee as to method. Meanwhile Mr. Cotter is taking pledges, for subscriptions, from individual members, who will pay on a *pro rata* basis, proportionately as they pay dues into the association.

Another suggestion in the Cotter report also will be handled by the executive committee—the organizing of a speakers' bureau comprised of warehousemen in different sections of the country. As explained in the Cotter report:

"It would be the duty of the members of this bureau to speak before various trade associations in convention, both local and national in scope, and to talk before the numerous traffic clubs and committees as well as to speak before the classes conducted in traffic schools, and before the classes in our colleges having courses in distribution. The warehousemen giving their personal services to the association for this work would do so without cost to the association, and the only expenditure necessary would be to reimburse the members for the traveling expenses which they pay."

It was voted to have a special committee created by the executive committee to arrange for a speakers' bureau.

Another suggestion advanced in the Cotter report was that the association "endeavor to interest a good newspaper correspondent in our business, and to employ him to write news items on warehousing, and endeavor to have them published in as many of the newspapers as possible." It was suggested also that "a number of the news items be reprinted and distributed to the membership of our association, so that they in turn can use the reprints in their mailing."

This suggestion was by vote left to the Cotter committee for further development.

## Convention Greetings

Telegrams of fellowship were read from J. B. Baillargeon, Montreal, president of the Canadian Storage and Transfermen's Association; Joseph X. Galvin, Chicago, president of the National Team and Motor Truck Owners' Association, and Sydney M. Green, Jr., president of the Southern Bonded Warehouse Corp., Petersburg, Va., a member of the A. W. A. simplification committee.

## URGES FAIR RATES FOR L. C. L. IN TRAP CARS

WHY adequate charges should be made for shipping less than carload freight in trap cars was emphasized in a talk by H. D. Crooks, owner of Crooks Terminal Warehouses, Chicago and Kansas City. Urging that the storage executive "not give this service away for nothing or for a very small charge which does not compensate for the time and labor involved," Mr. Crooks said:

"In the first place the merchandise is consigned to a permanently established warehouse with track and storage facilities. A warehouse receipt is issued to the shipper after the merchandise is carefully checked and with exceptions reported to the shipper and the railroad and the merchandise reconditioned if any damage exists. The goods are assorted according to marks or brands to facilitate the most convenient method of drawing on this stock.

"When the shipper begins to withdraw the goods, he merely sends the warehouse the orders. He may send a few and again he may send hundreds of them in one day. The average warehouse can load from one to five cars of L.C.L. shipments in a day. After picking the orders, tagging or marking the packages, issuing of bills of lading, reporting weights, taking marks or numbers, etc., the bills of lading are signed, irrespective of the quantity, and mailed back to the shipper the same day.

## Benefits of Trap Cars

"If a warehouse received a volume of orders in one day and attempted to handle all of them the same day it certainly would require a large number of trucks, especially if the shipments were moving over a various number of railroads, besides the delay and the risk of placing such a quantity of merchandise in the hands of a number of teamsters or chauffeurs; but with trap car facilities the merchandise is placed into cars at the warehouse doors, the cars are sealed and in the hands of the railroads, and not opened until they reach the freight transfer house. The occasion for damage, pilferage, errors and delay in procuring signed bills of lading are all reduced to a minimum. In dealing with one universal freight station, a change or correction in a shipment can be made easily, as the station naturally becomes quite familiar with the accounts regularly handled. The distribution of these shipments by a universal station adds another occasion for checking the shipment and an error in routing, or being over or short may be detected and corrected before a shipment leaves the city.

"In our own warehouse located on the Belt Railway of Chicago we make up from one to four trap cars a day. The signed bills of lading covering all these L. C. L. shipments are mailed out to our customers, regularly every evening. The shipper receives his signed bills of lading with weights and numbers and in some cases with a duplicate of their order showing date of shipment or any other

information requested. This gives the shipper the opportunity to attend to his correspondence and charges with his customers, having a bill of lading and all other information on hand. This creates a real clean-cut job with each day's orders—no waiting for missing bills of lading, theft, damage or any other difficulties which commonly occur when carting the merchandise in trucks or wagons.

#### Perishable Shipments

"Occasionally we have perishable shipments which are placed in a refrigerator car at our warehouse door instead of taking chances on the damage to the merchandise when hauled in open trucks during unfavorable weather conditions.

"We are handling large shipping accounts which I positively know would never return to the method of carting merchandise to various depots, but find that shipping by trap car is less costly and most practical in every respect.

"The warehouseman must realize that property which is served by a railroad that has trap car facilities is more valuable than that property which does not enjoy this service. We all know there is considerable clerical labor in preparing an order for shipment. Bills of lading must be made up, proper routing shown as well as the correct weight. A stencil or tags must be made and such stencil or tags securely affixed to the packages. All shipments must be stowed into cars carefully so that they arrive at the freight station in good order, as the responsibility rests with the warehouseman.

"In Chicago it is the practice to charge 3 cents per 100 pounds with a minimum of 1½ cents per package and 25 cents minimum charge for any one shipment. Compare this with the cost of teaming. In Chicago a cartage company would charge from 8 to 10 cents a hundred with a minimum of 50 to 75 cents. If we save our customers the cartage charge are we not entitled to a portion of it for all the detail, labor and responsibility? And because of the fact that the warehouseman enjoys this facility which is costing him something when you take into consideration the increased cost of this property."

#### N. F. W. A. Has 671 Members

Ralph J. Wood, secretary of the Lincoln Warehouse & Van Co., Chicago, reporting as general secretary of the N. F. W. A., declared many members were not putting into practice what they learned at conventions; that *The Furniture Warehouseman*, the association's official organ, was being "little read," and that questionnaires from Chicago headquarters were being ignored. He said there had never before been so many complaints as now regarding improper marking and billing. He reported the present membership of the N. F. W. A. as 671 companies, as compared with 650 at the Summer meeting last July.

### POOLE HEADS A. W. A.; AND SKELLET, C. W. C.

**OFFICERS** for 1924 were elected by the American Warehousemen's Association at the final evening session at Houston as follows:

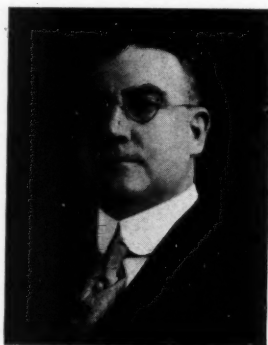
President, Gardner Poole, president Commonwealth Ice & Cold Storage Co., Boston.

First vice-president, Joseph W. Glenn, O. J. Glenn & Son, Buffalo.

Vice-president merchandise division, W. W. Morse, president Security Storage Co., Minneapolis.

Vice-president household goods division, John G. Neeser, president Manhattan Storage & Warehouse Co., New York.

#### Gardner Poole



New A. W. A. president

Vice-president cold storage division, A. V. Mason, Pittsburgh Terminal Warehouse & Transfer Co., Pittsburgh.

Treasurer, C. A. Aspinwall, president Security Storage Co., Washington, D. C.

The foregoing are directors, together with the following:

Merchandise division, William E. Halm, president New York Dock Co., New York, and S. M. Haslett, president Haslett Warehouse Co., San Francisco.

Household goods division, T. A. Jackson, president Jackson Express & Van Co., Chicago, and H. L. Halverson, secretary Boyd Transfer & Storage Co., Minneapolis.

Cold storage division, J. R. Shoemaker, vice-president Hygeia Refrigerating Co., Elmira, N. Y., and George M. Weaver, manager Chicago Cold Storage Warehouse Co., Chicago.

Charles L. Criss, Pittsburgh, continues as general secretary of the association.

Division executive committees were chosen as follows:

Merchandise, Mr. Morse, chairman; Mr. Halm, Mr. Haslett; and R. C. Griswold, president Griswold & Walker, Inc., Chicago; F. R. Long, manager S. N. Long Warehouse, St. Louis; and R. W. Dietrich, president Dietrich & Wiltz, Inc., New Orleans.

Household goods, Mr. Neeser, chairman; Mr. Glenn, Mr. Jackson, Mr. Halverson; and Melvin Bekins, manager Bekins Omaha Van & Storage, Omaha, Neb., and C. J. Neal, treasurer Neal Fireproof Storage Co., Cleveland.

Cold storage, Mr. Mason, chairman; Mr. Shoemaker, Mr. Weaver, and Nimmo Old, Anheuser-Busch Ice & Cold Storage Co., Inc., Norfolk, Va.; O. C. Mackay, manager Boston Terminal Refrigerating Co., Boston; and J. A. Mooney, manager Industrial Cold Storage & Warehouse Co., Philadelphia.

#### C. W. C. Elections

The new administration of the Central Warehousemen's Club comprises the following:

President, Thomas J. Skellet, president Skellet Company, Minneapolis.

Vice-president, R. C. Griswold, president Griswold & Walker, Inc., Chicago.

Secretary, George A. Rhame, Minneapolis.

Executive committee: Term expiring Jan. 1, 1925, L. C. Abbott, manager Fort Worth Warehouse & Storage Co., Inc., Fort Worth, Tex.; Milo W. Bekins, general manager Bekins Van & Storage Co., Los Angeles; J. H. Cornwall, secretary Jennings-Cornwall Warehouse Co., Salt Lake City, Utah. Term expiring Jan. 1, 1926, D. S. Adams, vice-president Adams Transfer & Storage Co., Kansas City; E. A. H. Baker, manager Kennicott-Patterson Transfer Company, Denver; M. W. Fay, owner Fort Wayne Storage Co., Fort Wayne, Ind.

The meeting of the National Furniture Warehousemen's Association was the semi-annual one and no election of officers was held.

### ADVOCATES THE HORSE WITHIN 5-MILE RADIUS

**INVESTIGATIONS** which have extended to every part of the United States and Canada "prove beyond question that horses are preferable for transporting heavy loads in cities where the distance is within a five-mile radius," I. M. Winslow, president of the Security Storage & Warehouse Co., Ltd., Winnipeg, Canada, told the delegates at Houston, in a talk on "City Removals by Horse Vans as Compared with Motor Vans." Mr. Winslow said in part:

"We believe that the most attractive advertisement in the world is a team of beautiful horses, properly harnessed and hitched to a well painted and nicely lettered vehicle. If a stationary signboard is worth from \$50 to \$100 a month, how much more is a large, neatly painted van and fine team of horses worth, as a living signboard which attracts the attention of hundreds of people in different parts of the city every day? We consider money spent in our horse-drawn equipment the most profitable we spend in any kind of advertising.

"We believe that we owe it to our customers to give them the best service at the lowest possible cost, and this cannot be done by using motor equipment, costing 25 to 50 per cent more an hour, when the same size van, horse-drawn, can do the same job in nearly the same time when the entire distance to be covered does not exceed five miles; and we all know that a very large proportion of our hauls is within this radius.



"In many parts of the country roads and weather conditions make the use of motors very difficult and unreliable. Being able to go within one block of our destination will not answer in our line of business. We must drive within carrying distance of the house. With horse equipment we can take orders for any locality weeks or even months ahead, and have no uncertainty about being able to fulfill our contract, regardless of road conditions.

"We often hear the remark that our customers demand motor vans. Our experience has been that what a customer wants is 'service,' and they are not concerned whether the equipment is horse-drawn or motor. The public, like many business firms, assume that motors are necessary even for short hauls. Is it not a question of salesmanship and is it not our duty to sell our customers the service best suited to their requirements?

"To replace our horse-drawn vans with 5-ton trucks properly equipped would cost about \$5,000 each, and with a 20 per cent depreciation would cost us \$25 a day to operate. With the usual time consumed in loading and unloading it is certain that very few more loads could be handled. Without increasing our business, auto trucks would increase our investment 200 per cent. Operating costs and depreciation would be vastly increased. The experience of many firms using both horses and motors has proved that a big draft team, heavy harness, and 5-ton team trucks costs only about one-third as much as a motor truck in cash invested; costs less than half as much to operate, and lasts twice as long.

"Investigations which have extended to every part of the United States and Canada prove beyond question that horses are preferable for transporting heavy loads in cities where the distance is within a five-mile radius. If so many large firms, with detailed cost systems covering years of careful study, find horse-drawn equipment so far superior to either gas or electric for city work, do you not think that we should profit by their experience?"

#### Value of Associations

Wilson W. Little, superintendent of the Western Warehousing Co., Chicago, addressed one of the A. W. A. merchandise sessions on the benefits to be derived from association activities. He told in detail of the work of the Illinois Association of Warehousemen, of which he is president, and urged the warehousemen of Buffalo, Pittsburgh, Cincinnati and Philadelphia to organize local bodies. "The only way to cash in on the national associations is through the activities of local associations," was the summary of his message.

Following Mr. Little's talk, D. S. Adams, vice-president of the Adams Transfer & Storage Co., Kansas City, moved that the merchandise executive committee recommend to the directors the formulation of plans for organizing more State associations. Mr. Adams's motion was adopted.

### N. F. W. A. TO ISSUE A PUBLICITY MAGAZINE

THE National Furniture Warehousemen's Association voted at Houston to prepare and publish an experimental first issue of an association publicity magazine. To quote from the recommendation of the publicity committee, of which Walter E. Sweeting, president of the Atlas Storage Warehouse Co., Philadelphia, is chairman, the magazine is designed—

"To make its appeal directly to the public and to be sold at cost to our members for distribution."

The committee gave credit to the association's president, F. L. Bateman, Chicago, for originating the idea, and declared that the material in the magazine "should all be prepared with the one thought in mind—of showing the relief to the individual from bothersome problems incidental to storing, moving and packing and the real preservation of prized possessions which can be obtained through N. F. W. A. members." This should be done, the committee stressed, "less by direct statement than by intimation," and the magazine "should teem with human interest stories, of which there are many in the experience of the warehouseman every year."

#### Some Opposition

It was not without spirited discussion and some opposition that the plan was put through. Mr. Sweeting was not at the convention to back his idea, but it had numerous defenders, including Mr. Bateman and S. S. David, treasurer of the David Fireproof Storage Warehouses, Chicago.

Mr. David said such a magazine would create a demand for furniture warehousemen's service; would educate the public to the use of storage; that the industry could, in his opinion, use 1,000,000 copies of each issue, and that his house alone could use 25,000 copies.

Mr. Bateman pointed to the success of other businesses, notably the cement industry, in publishing such a magazine, and declared that the reaction in the public mind had been found to be a desirable one. The magazine would tell warehousing's story "in the same kind of language in all parts of the country," he said, and he believed it would be wise for the association to authorize the publicity committee to prepare one issue which members could distribute by mail to prospective customers and over the counters in their houses. The action suggested by Mr. Bateman was voted on favorably in response to a motion by Daniel P. Bray, president of the Monarch Transfer & Storage Co., Kansas City. The Sweeting committee in its report outlined the advantages of publishing such a magazine as follows:

"It will help remove many of the false impressions as to the integrity of warehousemen and the fairness of their charges; it will aid in dignifying the business; it will give greater prestige to our member firms and to the individuals comprising them; it will help to

eliminate the unfair competition of non-member firms selling below cost; it will teach the public the extent and value of our services, thereby enabling us to obtain a proper price for the services rendered and liability assumed; and it will teach the public that furniture warehousemen, instead of being a group of unorganized and unaffiliated companies, each actuated solely by individual and selfish reasons, is in fact a highly organized industry, actuated by altruistic motives and guided by the ideal of public service."

On motion by Mr. Bateman, it was decided to have mailed to the members and to the various associations affiliated with the National, for general consideration, another suggestion in the Sweeting report—a plan for cooperative advertising.

Under this cooperative plan a group of the members would, jointly, "secure the advertising counsel and direction of a big national agency to prepare the copy and generally prepare advertising for the group, which through such cooperation would be enabled to obtain high grade advertising at low cost."

A third publicity method was suggested by the Sweeting committee as a possibility—"an association calendar to our members for distribution to customers." On motion by a member of the committee this plan was voted down.

The committee's thought behind the three plans offered was that one of the outstanding problems which the N. F. W. A. must sooner or later solve "is that of educating the public to the ideals of service for which the association stands and to the constant and earnest service of our members individually and co-operatively to improve our service to the public." The committee presented these pertinent statistics:

#### Convention Expenses Heavy

"Members of the N. F. W. A. are spending in all probability close to \$150,000 a year for association dues and convention expenses. And it is likely that the same membership through local, State and regional associations are spending in dues and meeting expense another \$50,000. Members of the associations representing other branches of the warehousing industry, which meet less frequently in convention, probably are spending another \$100,000. The expense of this convention alone will exceed \$90,000."

"Surely," the report added, "the fact that our industry is spending around a quarter of a million dollars a year to improve our methods of public service is worthy of note, and if it could properly be placed before the public, through suitable channels of publicity, together with information as to how we are working and what we are doing, it could not fail to give our industry increased prestige and standing. When the public knows and understands our problems and purposes we will be accorded a higher place in public esteem and we will be justified in expecting a greater revenue for our service."



## N. F. W. A. INDORSES NEW TRANSIT INSURANCE

A NEW form of transit insurance for the household goods storage company was adopted by the National Furniture Warehousemen's Association at the Houston convention.

It was presented by the insurance committee, of which the chairman is Walter C. Gilbert, president of the Gilbert Storage Co., New York, and was discussed by Howard S. Tierney, head of Howard S. Tierney, Inc., 50 William Street, New York, the company offering the proposition. The insurance committee in its report indorsed the plan.

### Features of Coverage

In general the Tierney policy covers "on goods and merchandise and household furnishings against losses caused by fire, lightning, cyclone, tornado, flood, theft, collision, derailment and all risks and perils of transportation," with certain specified exceptions, "from the time the property insured leaves the premises of the shipper, warehouse or warehouses of the warehouseman, or passes into the custody of any railroad, express or licensed public truckman, for transportation only by land or while on ferries or in cars on transfer, in connection therewith, until delivered by railroad, express or licensed truckman at destination."

The policy covers also against loss or damage by perils of the seas, or fire, on the same merchandise while in transit by steamships navigating coastwise Atlantic and Pacific ports and on the Great Lakes and tributary waters, and there are other provisions, favorable to the warehouseman, touching on ocean-going vessels and on docks, wharves, piers, depots, etc.

Upon payment of the deposit premium, \$75—the minimum premium, based on the assumption that the shipments of each warehouseman will amount yearly to at least \$50,000—a certificate would be issued to the warehouse company advising of coverage, for one year, to an amount not to exceed \$100,000 loss in any one casualty, or such an amount as the warehouse company requested. All N. F. W. A. members coming in under the policy would pay the same advance premium, but on those whose shipments were in excess of the estimate amount of \$50,000, the warehousemen would pay in excess of this figure at the rate of 15 cents per \$100 of shipments made, settlements to be made on quarterly reports furnished by the warehousemen. The cancellation arrangement provides for a thirty-day notice of termination by either side.

The value of a method of obtaining coverage through members' cooperation was stressed in the Gilbert report. To quote:

"If we are to get the largest savings possible it must be through a large premium to the insurance carrier, and that can be had only by the largest members using the coverages as recommended by the association. If all of us would use one company that company would get an

experience that would show the cost of carrying that coverage, and if the experience is good we should get a reduction in premium and could get it.

"If we could get as much as 60 per cent cooperation in any one time we could reduce the present cost of it from 25 to 50 per cent."

The Gilbert report urged that the association's president be empowered to enlarge the insurance committee by adding two members from each similar committee of the local associations; and suggested the employment of an insurance man located at the association's headquarters in Chicago "to give his full time to insurance matters," or, if that seemed too expensive, to furnish the chairman of the insurance committee with a stenographer whose full time could be given to the work.

The report reviewed instances showing how the committee had been successful in effecting savings for the association's members—78 per cent on automobiles liability coverage; 30 to 50 per cent on van contents coverage, with prospect of further reduction—and declared that the new transit insurance plan would reduce coverage cost from 40 to 60 per cent.

### Chamber of Commerce Relations

A report read on behalf of the A. W. A.'s national councilor to the Chamber of Commerce of the United States—Samuel W. Lippincott, president of the Terminal Warehouse Company of Baltimore City, Baltimore—reviewed the cooperative relations between the A. W. A. and the Chamber's Domestic Distribution Department.

Commenting on this report, Roy C. Griswold, Chicago, presiding as vice-president of the A. W. A. merchandise division, said that the Domestic Distribution Department was "sold 100 per cent on warehousing" and that it was up to the association to sustain that interest.

### Building Costs High

Building costs were today at about their highest level yet, George A. Rutherford, president of the Lincoln Storage Co., Cleveland, said at the N. F. W. A. meeting. The present year would be an average one in volume, he declared, with no boom in building and no decline, and with prices about the same, but he thought 1925 would witness a steady reduction in prices. Mr. Rutherford is a building contractor as well as a warehouseman.

### Tribute to T. E. Witters

It was largely through the efforts of T. E. Witters, vice-president of the Baltimore Fidelity Warehouse Co., Baltimore, that the A. W. A. encyclopedia was successfully compiled and published by the Central Bureau committee, of which he is chairman. In recognition of his services the A. W. A. at its final session presented Mr. Witters with a gold embossed and engraved certificate of life membership in the A. W. A.

## RESOLUTION AGAINST FEDERAL COMPETITION

THE problem of governmental competition with public warehousing was discussed at Houston by the American Warehousemen's Association and a resolution was adopted which will be presented to the Secretary of State, the Secretary of War, Congress, the United States Shipping Board, and to the harbor boards of various ports in which such competition exists. The memorial reads:

"Resolved, That we earnestly protest against the unfair competition of the Government, whether national, State or municipal, with our legitimate business enterprises as public warehousemen. Honest and fair competition from any source we are ready and willing to meet at any time or place, but the competition of Government-owned property, paid for in part by taxes assessed on and collected from ourself, and either operated by the Government at rates entirely inadequate to produce a reasonable income on cost, or leased to private parties at equally inadequate rentals, is distinctly unfair and contrary to the spirit, if not the letter, of the Constitution as expressed in the Fifth Amendment thereto, in that it deprives us of our property without due process of law. The grievous conditions of long established, privately owned wharf and warehouse properties at Norfolk, Charleston, S. C., and New Orleans are crying illustrations of the evil results of such unfair competition."

The resolution was adopted after a lengthy and detailed review of the situation at several ports, presented by Jay Weil, vice-president and general manager of the Douglas Public Service Corporation, Inc., New Orleans.

When Army bases were built as a war measure, Mr. Weil pointed out, no hint was given that they would one day be thrown on the open market in competition with warehousing. Warehousemen were not instrumental in having the bases built, but their money contributed toward Federal construction of them, he said, and they "were built for war purposes, and they should be retained for war purposes." He continued:

### Perversion of Space

"If it is admitted that our Government has the right to pervert from its original purpose the use of the Army bases, then we have admitted the right of the Government to do this very thing with its warships, its naval bases, its forts, its ammunition trucks, its transports and its post office buildings.

"If it is admitted that the Federal Government is right, then we have overthrown the well-tried and oft-proved axiom that no Government should attempt to do what private enterprise can do or is doing.

"It is all very well to say that the Government is entitled to some revenue from this source, and that it would be unwise to allow such a magnificent utility to remain idle. Well and good. But let the Government obtain its revenue then with-

out destroying its property-owning taxpayers who are giving the Government hundreds of thousands of dollars of actual tax dollars annually. Do not, in other words, exchange theory for fact—do not barter the shadow for the substance.

"Suppose, for instance, in New Orleans that the Army base unit leased to the State Dock Board had been used for public storage purposes during the past year. There is no doubt that 75 per cent of the warehousemen in New Orleans would have been seriously crippled by now if not actually put out of business. . . .

"When a warehouseman goes into business with his eyes open, fully aware of the competition that is being offered by any facility similar to his, he is prepared for competition on an equal footing and of the same caliber that he himself can offer. He is not prepared, and never can be, for competition on the part of a powerful Federal or State agency backed by the funds and credit of the Government or State. There is no such thing as competition under such conditions. It is simply slaughter, or, at best, slow strangulation of private interests, private enterprise and private initiative. . . .

#### Pathetic Norfolk Instance

"It is impossible to believe that the executives of our governmental departments would really desire to hurt or destroy private enterprise. The fact of the matter is that they are not convinced that their action would damage the warehousing industry, and they prefer to believe that a warehouseman is prejudiced in his own behalf. These officials would experiment with the gunpowder undermining our industry, since they imagine its explosion would not affect them. They are badly mistaken."

Mr. Weil quoted from a letter written to him by a Norfolk, Va., public warehouseman—"one of the saddest and most forceful letters I have ever received"—pointing out the War Department's policy of—to quote from the letter—"permitting the terminals built under abnormal conditions of the war to be used to crush the public warehouses at the Atlantic and Gulf ports." The letter continues:

"But the bitter fact is that this same policy in the port of Norfolk has resulted in ruining our business as public warehousemen, and I am now engaged in closing out all such business of that kind as still remains to us with a view to using our waterside properties in other ways; or, if we cannot, of shutting down completely so as to stop the losses resulting from an unfair and uneconomic competition."

"The Army supply base piers and warehouses here were leased to the city of Norfolk under an arrangement that permitted of their operation without regard to the real cost of the service rendered; the city simply paid a certain proportion of the gross earnings; it was not hampered with any considerations of interest charges, taxation or return on capital invested. The end of the war found us in the position of doing busi-

ness under new conditions, labor costs and taxes enormously increased, and storage rates reduced to meet the competition of the railroads and the Government constructed warehouses.

"Our only chance of salvation was so to modernize our buildings and freight handling facilities as to permit of our lowering our insurance and labor costs. Under proper economic conditions of competition with other similarly situated public warehousemen we could have done this; confronted with the competition from War Department terminals leased on utterly inadequate rentals, it was so uncertain as to make it unwise to put more money into this industry."

"I think this has been the experience of our colleagues here; I think the final result will be a loss to the port's efficiency due to the enforced withdrawal of public warehousemen who must conduct their business under sound economic principles; I know that it will put an end to one such warehouseman and to this company's plans for developing and improving a property that would have been more valuable to the community both as an agency of commerce, an employer of labor, and a taxpayer, than the subsidized warehouse that is supplanting it."

Mr. Weil cited other cases of what he called unfair competition in several cities, and made this suggestion:

"The remedy, as I see it, is the educating of industries in other lines of business to see our plight and rally to our defence. What is happening to us can happen to them—may be happening at this moment. If they subscribe to the economic principle involved it will some day return like a boomerang and strike them in their most vital point. . . .

"Public opinion must be rallied in our behalf. Sophistry, false economy and political demagogism must be met in terms of forceful logic. The man on the street must be shown that the temporary advantages obtained by one industry must not—shall not—cause irreparable damage to another, and the business of public warehousing must be permitted to grow in harmony with the ports it now serves."

#### Pacific Coast Conditions

Reporting as vice-president and regional director of the N. F. W. A. western division, E. B. Gould, secretary of the Pioneer Warehouse Co., San Diego, Cal., said the packing department had been the outstanding feature of the activities of the Pacific Coast Furniture Warehousemen's Association during the past year. The Coast body's manual of packing rates had operated as a distinct advance in eliminating competition and awakening public confidence that warehousing was being conducted along sound and truthful lines, he said.

Alluding to the Northwest, Mr. Gould declared that section had again reached its stride, with exporting growing fast, the lumber industry in splendid condition, and the household goods storage situation on a whole in better shape than in the previous year—10 to 20 per cent better as compared with 1922.

## FURNITURE INSURANCE RATES MAY BE LOWERED

THE Eastern Union, an association of insurance companies operating in the Atlantic States, is engaged in tabulating the losses of "sole tenant fireproof warehouses for the storage of household goods" in some of the larger cities, notably Boston, New York, Newark, Philadelphia, Baltimore and Washington, with a view to determining whether lower insurance rates for fire risk may be granted. The Western Union, operating in the Central States, has a similar survey under consideration.

These facts were brought out at Houston by the American Warehousemen's Association's insurance committee, the chairman of which is John G. Neesser, president of the Manhattan Storage & Warehouse Co., New York. The committee asked in its report:

"Would it not be advisable to have similar surveys made for the cold storage and general warehouses?"

Regarding compensation rates the report stated that those for 1923, based on the experience for 1918, 1919 and 1920, had just been made public and that some of the basic rates are as follows:

Code 7219 Truckmen and Code 7361 Expressmen, 2.48.  
Code 8291 Cold Storage, 1.81.  
Code 8292 General Storage and Code 8293 Furniture Storage, 1.82.

"To arrive at the rate to be paid by the employer," the report said, "the cost of doing business included the maintenance of the claim department and 1c. for a catastrophe hazard must be added, after the basic rate has been adjusted to meet the cost of carrying the insurance in the State in which the risk is located. Local conditions are also important factors."

#### May Mean Increases

"It will be impossible to estimate the effect of the new basic rates until the different States have revised their rates. Up to date Massachusetts, Virginia, Maryland and Idaho are the only States that have revised theirs, and if Massachusetts can be taken as a criterion the 1923 revision will mean higher rates throughout the country. While the basic rate of cold storage is 1c. less than for other storage, it becomes 10c. more when translated into the Massachusetts rate. The following is a comparison of the old and new rates in Massachusetts:

	New Rate	Old Rate
Truckmen . . . . .	\$3.50	\$3.00
Expressmen . . . . .	3.50	3.00
Cold Storage . . . . .	2.70	2.00
General Storage . . . . .	2.60	2.50
Furniture Storage . . . . .	2.60	2.50

The committee made the following recommendations to the members:

1. "Read your insurance policies and familiarize yourselves with their coverage."
2. "Make a thorough examination of your warehouses. See that there is no accumulation of rubbish in corners; that metal containers with self-closing covers are provided for oil waste and rags."
3. "Your watchmen should be physically and mentally sound and fully in-



structed in the handling of fire protection devices.

4. "Organize your employees into a fire brigade and see that they are familiar with the operation of fire fighting equipment, and that each man reports promptly to his station when the fire alarm is sounded. Fire drills should be held at regular intervals.

5. "See that your fire equipment is in good working order. Sprinklers should be tested. Fire pails and extinguishers should be replenished.

6. "Investigate your exposure hazard. The use of blank walls extending above the roof, non-combustible doors, wire glass windows in metal frames, fire shutters and fire resistive roof material, will tend to make your property less susceptible to fire which may be spread from nearby buildings.

7. "Call your men together for safety talks at stated intervals and have safety bulletins posted in conspicuous places."

Commenting on these suggestions, W. W. Morse, Minneapolis, retiring president of the A. W. A., urged that they be followed up and especially that physically and mentally sound night watchmen be employed rather than aged men at cheap salaries. Robert L. Spencer, Pittsburgh, suggested that the publicity committee compile the recommendations in the form of a creed for distribution among the members.

### AGAINST CHANGING THE TRANSPORTATION ACT

A RESOLUTION expressing disapproval of any effort to amend the Transportation Act of 1920 was adopted by the three associations following the report by J. E. Lee, president of the Currier-Lee Warehouse Co., Chicago, as chairman division B of the A. W. A. committee on railroads and steamships. The memorial declares that:

"Any attempt to bring about changes in the Transportation Act, the need for which is not now apparent, can only create uncertainty of action in the operation of transportation facilities and in commercial and industrial activity and will in effect retard the upward trend of prosperity and defeat the very purpose of the act itself."

The resolution sets down that the three associations "express their disapproval of any attempt to amend the Transportation Act until after a period of normal operation of our transportation system discloses unfairness to either the railroads or public at large and indicates clearly the change or changes necessary to remove such unfairness."

Copies of the resolution will be sent to Congress, the Interstate Commerce Commission, the National Chamber of Commerce and various railroad interests.

### Furniture Storage Charges

A majority of the furniture houses are charging on a cubic foot basis for storage, fireproof and non-fireproof, and for both open and room storage, accord-

ing to the N. F. W. A. rate committee, the chairman of which is Milo W. Bekins, general manager of the Bekins Van & Storage Co., Los Angeles. Responses to questionnaires, he said, showed 90 per cent charging on a cubic foot, 5 per cent on a square foot and 5 per cent on the van load or contract basis. The committee presented a table of figures along this and kindred lines, based on the questionnaire inquiry.

Regarding inter-city moving, the Bekins report urged that it be more widely established in the industry, adding:

"Fix a fair rate, based somewhat on a haul both ways, and go after the business. The trouble with most warehousemen is the fact that they place their rates so high and plan only on a one-way haul, that they are not successful in getting a sufficient volume to make the business profitable."

### SPEAR SPEAKS FOR U. S. WAREHOUSE ACT

THE features of the United States Warehouse Act were explained in detail at Houston by Samuel G. Spear, treasurer of the Terminal Wharf & Railroad Warehouse Co., Boston.

"Perhaps instead of coming under State regulation to a greater extent than heretofore," he said at one point in his talk, "our association with this Federal agency would answer the purpose better. Probably, however, we will have to work under both Federal and State control.

"I believe," he said elsewhere, "that the attitude of the A. W. A. should be one of friendly cooperation with the Department of Agriculture in this matter. Each warehouseman should be conversant with the Act and ready to embrace its opportunities when it becomes a wise and practical time to do so. I believe the tendency of the application of this Act is to raise the standards of our industry, and that the regulatory features will not work any hardship to the honest, responsible member. I believe the Act to be wise and necessary legislation."

Mr. Spear pointed out that a 10 per cent reduction in insurance had been granted in several States to Federal licensed warehouses.

Mr. Spear said he planned to send copies of the standard warehouse receipt to the Department of Agriculture to see if the Department's receipt and the A. W. A.'s could be brought closely together.

### The "Distribution Pickle"

Warehousemen are doing at least twenty-nine different kinds of work and including them under the heading "Distribution," Anson M. Titus, cost accountant of the Quincy Market Cold Storage & Warehouse Co., Boston, and secretary of the Massachusetts Warehousemen's Association, told the A. W. A. delegates at Houston.

"The only man who has more varieties is our friend Heinz, but the Distribution Pickle is of almost as great magnitude."

Mr. Titus talked on "Pool Car Distri-

bution" and urged a deeper study of this subject. His paper will be published in an early issue of *Distribution & Warehousing*.

### 704 COPIES OF A. W. A. ENCYCLOPEDIA SOLD

A REPORT submitted regarding the A. W. A. Encyclopedia by the Central Bureau Committee, of which T. E. Witters, Baltimore, is chairman, stated that the total cost of the publication, not including committee expense, was \$6,862.62; that there had been sold to date 704 volumes, which had produced a revenue of \$7,195; and that there were still on hand 1290 unsold copies, including 102 of the de luxe edition.

In the report was included a list of outside interests with which copies have been placed—newspapers, libraries, Federal bureaus, chambers of commerce, colleges, trade publications, etc., indicating the general value of the book.

The committee is at work compiling several hundred more commodities, which may go into a supplement or a new edition may be issued.

The committee also has begun an investigation into "distribution of carload and pool car freight," the report pointing out that:

"It has found this a wide-spreading subject with practically no uniformity in the various parts of the country, and rarely in warehouses in the same locality."

The report concludes with a suggestion that the merchandise division appoint an actuary whose duties would be combined with those of a field secretary.

### Warehousing and Economics

"The Storage Business in the Light of Economics" was discussed in a lengthy paper by H. L. Halverson, secretary of the Boyd Transfer & Storage Co., Minneapolis, at the household goods meeting. In conclusion he said:

"Are we to expect the storage business to be in the doldrums for the next twenty years? Not at all. First, a certain amount of business is always being done everywhere even in times of deepest depression; second, our household goods business is much like a public utility, subject to no quick and great expansions and hence subject to no quick and severe drop in volume. The merchandise storage business does present a somewhat different problem, for it more nearly reflects general business conditions. It would seem that the merchandise storage business must base its plans and prices on much greater fluctuations in volume.

"Must we expect, as a result of competition, to have to cut our costs to the point where we employ inferior men? Again, no. The best men may often be the cheapest. Nor must we expect to discourage all our efforts by cutting out all profits in our business. If our business is a necessity, and it is, we are justified in reasonable profits."



## ARMY BASE SITUATION DISCUSSED BY LOVEJOY

FEDERAL competition in warehousing was the subject discussed by George S. Lovejoy, manager of the general storage department of the Quincy Market Cold Storage & Warehouse Co., Boston, in his report as chairman of division A of the A. W. A. committee on railroads and steamships.

Developments as to wharfage and dockage at the South Atlantic ports was still in the hands of the Interstate Commerce Commission without decision, the report said; it has not yet developed at the North Atlantic or Pacific ports, but, being a live question, the committee recommended that it be kept on the association's docket, as:

"We believe that in time it will have to be solved in a satisfactory manner to shippers, consignees, railroads, wharf owners and steamship lines, for the reason that gradually those who have been running wharf properties will find there is no money in developing a port if it has to be run for nothing. We find that in some of the ports where municipalities have been trying to get into the business they have regretted it and now wish to meet the question in a different way."

The Lovejoy report described the Army base and terminal situations in Philadelphia, Boston, Brooklyn, Norfolk, Newark and New Orleans, and explained how Harvey C. Miller, Merchants Warehouse Co., Philadelphia, an A. W. A. member, had made a lease with the U. S. Shipping Board for the Philadelphia piers owned by the Government. The Miller project, known as the Philadelphia Tidewater Terminal Co., was being operated satisfactorily to the warehousemen of Philadelphia, it was stated, the report adding:

"The policy adopted by Mr. Miller was carried on so successfully that it has been recognized by the Shipping Board and the War Department as being sound, and if adopted at the other ports under the same conditions would overcome the objections of the A. W. A. and at the same time define a policy that was sound and businesslike in every respect."

### Conditions in the East

The situation in the furniture branch of the industry has been fairly good since the 1923 Summer convention, William T. Bostwick, president of the Thomas J. Stewart Co., New York, said in his report as vice-president and regional director of the Eastern division of the N. F. W. A.

In Boston and Connecticut, Mr. Bostwick stated, withdrawals were slightly higher but business was good except in packing and cartage, with labor conditions indicating a possible strike. Around New York City conditions were not so good in 1923 as in 1922. In western New York State, more goods were in storage, with collections good and the situation generally better. In Philadelphia the same, except that collections were even better. Washington, D. C., reported bet-

ter 1923 business, and Baltimore the same.

Generally speaking, conditions were back to normal, Mr. Bostwick declared, but too many companies were refusing to admit the necessity of cost accounting. He alluded to the standard forms adopted by the New York and New Jersey associations and said that the value of these was so great as to be beyond discussion.

### Muskogee and Dallas Thanked

On motion by F. L. Bateman, Chicago, president of the N. F. W. A., the joint convention registered its appreciation of the plans which had been made by the Chamber of Commerce of Muskogee, Okla., and the Dallas Warehouse and Transfermen's Association for entertaining delegates at Muskogee and Dallas while en route to Houston.

It so happened that the several convention "specials" were hours late and the delegates were unable to stop off at the two cities if they were to get into Houston on the morning of the opening session.

## CONSTRUCTION GOES ON DESPITE HIGH PRICES

MANY warehousemen who have contemplated building have been waiting for prices to come down, but "that time seems as far away as ever," T. A. Jackson, president of the Jackson Express & Van Co., Chicago, said in his report as chairman of the N. F. W. A. committee on construction and operation. He showed that in 180 cities for eleven months of 1923 building permits totaled \$2,890,373,000, or a gain of 25 per cent over the corresponding period in 1922, and declared that "while it is impossible to predict with any degree of certainty, there are some indications of greater activity in the building line in 1924."

Mr. Jackson described "one of the latest conveniences in warehouse operation"—the Iredale grand piano rack, manufactured by the Service Steel Products Co., 140 North Dearborn Street, Chicago—as follows:

"The Iredale rack is made of angle iron, bolted together in the shape of shelves. By removing the legs four grands can be stored in the same space where one could be stored on its legs. There is a movable tray, with two rollers on each side, that is carried on a permanent guide rail. One side of the tray can be lowered to the floor and, when lifted to the level of the shelf you desire to place the piano on, it is a simple matter to push the piano into place. The legs are stored on a permanent shelf just behind the small end of the piano. This avoids complaints from customers about storing their beautiful grands on edge; also eliminates the possibility of press marks, which often occurs to pianos stored on dollies. The racks for four pianos are 77½ inches high, 86¼ inches wide, 67 inches deep, and sell for \$110 each."

## CHART SHOWS STORAGE AND HANDLING RATES

A FEATURE of the A. W. A. merchandise sessions at Houston was the presentation, by George A. Rhame, Minneapolis, secretary of the C. W. C., of a table showing "Storage and Warehouse Handling Rates" in effect throughout this country and Canada on Jan. 1. To obtain the information Mr. Rhame sent out 486 questionnaires and received about 150 replies. The table occupies 11½ large pages and gives the storage rate per package per month, and the handling rate per ton into and out of warehouse, on forty-five commodities in eighty-nine cities in forty-one States and Canadian Provinces. Mr. Rhame, in his paper accompanying chart, brought out these points:

"I am impressed with the fact that many houses throughout the country are apparently absorbing thousands of dollars of their handling losses through their storage; that their storage departments are burdened with losses that should not be."

"I cannot help but venture the opinion that the manufacturers of the country would welcome the day when warehousemen come to some agreement as to handling quotations—either all quoting on a per package basis, or all adopting the 'per ton' method of quoting."

"You will notice that some of the larger storing centers in the Central West, where considerable work has been done on the matter of cost studies, show a corresponding similarity in rates. Other localities illustrate the fact that there is need for more intensive study."

"As a result of my questionnaire I have accumulated a mass of correspondence that would make most interesting reading. There are those who are suffering from their competing neighbors; there are those who, in standing by quotations that will net them a fair and reasonable margin of profit, accuse their brothers of doing business for fun, particularly as to handling."

Mr. Rhame announced that copies of the chart would be sent to all C. W. C. members and to all A. W. A. and N. F. W. A. members not affiliated with the C. W. C., but handling merchandise.

### Trade Relations

Reporting as chairman of the A. W. A. trade relations committee, W. Lee Cotter, Mansfield, Ohio, head of the Cotter chain of warehouses in Ohio, said there had been no complaints by national distributors during the year. The storers were in unison, he declared, in wanting cases not to be arbitrated on a "fifty-fifty" basis but to be adjudicated and the blame placed where it belonged. This committee is working in cooperation with a similar committee of the National Distributors' Association, the organization of sales and traffic managers whose goods are routed through commercial warehouses.

# Action and Progress Feature Convention of the Three Major Associations

(Concluded from page 21)

Again, the public with knowledge of the better facilities available will not use space for storage of household goods without responsibility and good service attached.

"The practical discontinuance of new building is desirable at this time. Present plant capacity (if the limited information available can be accepted as an authentic average) is filled to about 80 per cent of net space. If the percentage falls below 70 per cent there will be distress space thrown on the market, which competition would have to be met without corresponding relief in fixed charges or current overhead. So with an assumed workable margin of about 10 per cent over the dead line, immediate new building programs of any magnitude would seem not to be good business policy. There are exceptions to all general averages and local conditions may warrant otherwise.

"Good judgment seems to be prevailing in the van department and business is not invited now-a-days as it used to be when a reasonable margin of profit is not available. What to do with idle and rusting motor vans off season still remains as big a puzzle as ever. It is noted with considerable satisfaction that the Department of Commerce at the instance of Secretary Hoover is cooperating with industry vigorously in an effort to lower peak-load operations and bring up service requirements during periods of depression."

Mr. Bateman announced that the following members had been appointed on a committee to cooperate with the Department of Commerce on the leasing situation:

Chairman, James L. McAuliff, Chicago; John G. Neeser, New York; Walter E. Sweeting, Philadelphia; Thomas A. Jackson, Chicago; C. A. Aspinwall, Washington, D. C.

In regard to limitations under which a trade group may work, Mr. Bateman emphasized the following:

"Your association does not tell you what prices to fix. Such practice is monopolistic, illegal and un-American, although openly practised by labor and agricultural groups with statutory consent. What your association does is to tell you how to figure your cost so that you can intelligently guide the operation of your own business, to the end that you will not sell the use of your facilities and your service at prices that will destroy your own capital and the capital of others. . . .

"Whether through ignorance or malice aforethought, to sell at less than cost is wrong, is uneconomic and is equally as

criminal as is the waste or destruction of any other form of value that has been created by the sweat of some one's brow. And our obligation is therefore to build warehouses and produce service as near as possible in exact proportion to public requirement. We must have public confidence. You may regard your relation in the matter of handling household goods for the public as of small moment in the vast maelstrom of human affairs, but in sending a customer away from your counter without explanation, with a feeling of belligerency, perhaps justified in their minds, you not only make it more difficult for the next house who deals with that customer but you actually aid enlistment in the army of radicals bent upon the destruction of orderly business."

After reviewing the year's activities of the N. F. W. A., Mr. Bateman urged the adoption of a resolution in support of the Mellon tax plan.

George Hamley, president of the Colonial Warehouse Co., Minneapolis, in his report as retiring president of the C. W. C., talked on solidarity of the industry through association activity.

"We haven't learned how to conduct ourselves in a period of adversity as we did in times of prosperity," Mr. Hamley

said. "We have not learned how to retreat in order. We need in the industry just as much courage, faith and loyalty as a nation in war needs. Many of us in the business do not possess these things."

Mr. Hamley spoke of the "enemies within"—the newcomers who, having come into the industry during its prosperity, are today rate cutters; and also the older fellows who, educated in warehouse practice, nevertheless have not the courage of their convictions, and do work at less than cost, having no faith in the future but living for today only. He spoke of "enemies without"—including vacant space offered by concerns not in the storage business, offered temporarily for whatever it will bring, and declared that even some of the old-timers wreck their business trying to compete with such space.

Mr. Hamley said the time was coming when field warehousing was going to be one of the big things in the storage business and said that if warehousemen did not go after that business it would be gobbled up by other interests. "We should study it, cultivate it, keep it where it rightfully belongs—in the warehouse industry," he concluded.

## Says N. F. W. A. Should Guide Local Policies

NEED of closer relationship between the N. F. W. A. and local associations was emphasized by Henry Reimers, Chicago, in his report at Houston as field secretary of the N. F. W. A.

"Most matters handled locally have a direct or indirect bearing on the industry in general," he urged, "and the National should dictate the policy with respect thereto. Of course, local autonomy is a fact but, regardless, for the good of the industry, national policy should be ascertained and considered and consistently guide local activities. The N. F. W. A. secretary's office is the clearing house for national requirements and policies, and should be referred to currently by local associations."

After alluding to the work of various committees Mr. Reimers urged that the labor committee be divided for special consideration of these two subjects:

"First, education of employees in standards and practices, apprenticeship, accident prevention, insurance, bonus and pension plans.

"Second, registration of unemployed and job vacancies, excessive turnovers, employee and employer relations, prac-

tices with regard to workday and overtime, labor disputes, conferring with local, State and regional associations on such matters, legislation and court decisions."

Mr. Reimers said that a recent questionnaire on compensation and liability insurance showed that many members were not keeping adequate records, particularly on losses; those who keep good records save money because of being in a position to dicker for better rates, based on individual showing.

## Central Division Conditions

S. C. Blackburn, president of the A-B-C Fireproof Warehouse Co., Kansas City, reporting as vice-president and central division regional director of the N. F. W. A., said that business over the entire territory of thirteen States within the division appeared during the last half of 1923 to be slightly in advance of 1922. Packing showed an increase of 10 per cent, cartage 5 per cent and shipping 5 per cent, with a loss of about 8 per cent in storage. Collections were only fair, and in many places very slow.

Mr. Blackburn noted a growing ten-



dency by the public to use long-distance hauling by motor truck, and declared it essential "to look to our laurels when the day arrives when we, as warehousemen, shall have to combine to protect our interests against the large transportation companies that will take from us a large volume of our packing, shipping and storage revenue."

The organizing of more State associations was advocated in the concluding part of Mr. Blackburn's report.

#### Chain Elects Officers

The American Chain of Warehouses held its annual meeting as part of the Houston convention and elected officers for 1924 as follows:

President, George S. Lovejoy, manager general storage department Quincy Market Cold Storage & Warehouse Co., Boston.

Vice-president, S. M. Haslett, president Haslett Storage Co., San Francisco.

Treasurer, Edward Wuichet, president Union Storage Co., Dayton, Ohio.

Secretary, E. D. Balcom, president Dallas Transfer Co., Dallas, Tex.

Assistant secretary, Miss Agnes D. Eek, secretary to Mr. Lovejoy.

Directors: W. W. Morse, president Security Storage Co., Minneapolis; A. H. Greeley, president General Storage Co., Cleveland; E. F. Pelton, second vice-president F. C. Linde Co., New York, and Messrs. Lovejoy, Haslett, Wuichet and Balcom.

#### WOULD HAVE RECEIPTS ACT CONTINUE UNIFORM

THE A. W. A. went on record at Houston as being opposed to indiscriminate amending of the uniform warehouse receipts act and urged members to advise the association of any attempts along that line in the various States.

"The act originally was approved by the American Warehousemen's Association in convention assembled, after much discussion and argument," to quote from the report submitted by the legislative committee, the chairman of which is Walter C. Reid, vice-president of the Lincoln Safe Deposit Co., New York, "and your committee feels that any attempted amendment, by any person or association, should be vigorously opposed by all members of this association unless it has first received the approval of the association."

After some discussion of the situation Mr. Reid moved that it be the sense of the convention that all proposed amendments to the act be first brought to the attention of the A. W. A. before any attempt to place them before State Legislatures. This motion was adopted.

The Reid report was based on an exhaustive study of recent laws, amendments, bills, court decisions, etc. It brought out that only four States—New Hampshire, Georgia, South Carolina and Kentucky—had not enacted the uniform Warehouse receipts act, and alluded to actual and proposed amendments in various States.

#### When "Fireproof" is Improper

Joseph W. Glenn, of O. J. Glenn & Son, Buffalo, speaking at the household goods meeting as vice-president in charge of that division of the A. W. A., emphasized the advisability of using the term "Fireproof Warehouse" in preference to "Fireproof Storage" in a company's name.

Furniture warehousemen were reporting a high percentage of occupancy, Mr. Glenn said, and the outlook for business this year was good.

Discussing the value of association activities, Mr. Glenn said his firm had saved \$1,000 in one year, on insurance premiums, through an idea picked up at a convention.

#### MAY CARRY LIEN LAW TO U. S. SUPREME COURT

THE question of priority of a warehouseman's lien over that of a mortgagee, upheld in the Minnesota Supreme Court, may be carried to the United States Supreme Court by the N. F. W. A., with a view to having the Minnesota statute enacted into law in other States.

At the Houston convention the N. F. W. A. delegates after some discussion decided to leave action, if any, to the consideration of the directors.

The question of licensing and bonding was brought up. Several speakers believed this was a problem which should be left to local associations to handle and ought not to be an N. F. W. A. matter. The delegates voted down a motion that it be the sentiment of the convention that furniture warehousemen should be licensed and bonded. Subsequently it was suggested that Henry Reimers, Chicago, field secretary, might put out a questionnaire asking the members' opinions as to what they preferred, and that the legislative committee make a survey and digest of the present various bonding and licensing laws and present it at the summer meeting.

#### Against "Amateur Tinkering"

These two problems were discussed in connection with the report made by C. A. Aspinwall, president of the Security Storage Co., Washington, D. C., as chairman of the N. F. W. A.'s legislative committee. The report urged members to throw their influence "against amateur tinkering with the uniform Warehouse Receipts Act," adding:

"If an attempt to amend the act in any State is to be made it should be consented to only after agreement to submit the proposed amendment to the association and the Commissioners on Uniform State Laws for approval."

#### Labor Saving

A report on labor saving devices adaptable to furniture warehousing was read at the N. F. W. A. meeting on behalf of Oliver Skellet, treasurer of the Ballard Fireproof Storage & Transfer Co., St. Paul. This paper will be considered in an early issue of *Distribution & Warehousing*.

#### N. F. W. A. ADOPTS A PACKING TICKET FORM

A STANDARD form of packing ticket was adopted by the N. F. W. A. at Houston. It was presented by Earl C. Iredale, president of the Iredale Fireproof Warehouse, Inc., Winnetka and Evanston, Ill., as chairman of the division of standard forms of the uniform methods committee. (The form will be illustrated in the April issue of *Distribution & Warehousing*.)

After the adoption of the ticket it was urged by Ernest H. Milligan, treasurer of Lee Brothers, Inc., New York, that a separate requisition blank, in duplicate, be the next step undertaken by the Iredale division.

The uniform methods committee's chairman, S. C. Blackburn, president of the A-B-C Fireproof Warehouse Co., Kansas City, reporting on behalf of the chairman of the division of standard estimating methods—Edward A. Murdoch, Murdoch Storage & Transfer Co., Pittsburgh—said that "a very thorough plan of estimating and hooking it up with actual packing methods" would be presented at the summer meeting.

On behalf of the division of uniform warehouse receipts, headed by C. J. Hamilton, vice-president of the Security Storage & Trust Co., Baltimore, a proposed standard form of receipt for use by the furniture branch was presented—not for adoption by the convention, but for the members' consideration with a view to criticisms and suggestions being made so that something standard may be agreed upon in due time.

A paper on "Purchasing Materials" was presented by D. V. Murdoch of the Murdoch company, Pittsburgh. Mr. Murdoch recommended "that we standardize our packing materials as much as possible, thereby making it possible for the packing department to turn all packing jobs out in first class, uniform fashion." He declared that "if the packer is accustomed to using certain uniform materials he unconsciously becomes more expert with his packing process."

#### Bonded Warehouses

What a United States bonded warehouse is was explained to the A. W. A. delegates in a paper read by H. E. S. Wilson, vice-president of the Campbell Stores, Hoboken, N. J. Mr. Wilson explained in detail the procedure necessary for a warehouseman to become bonded.

#### Eagle Company Election

The Eagle Warehouse & Storage Co., Brooklyn, at its recent annual meeting of stockholders reelected officers as follows:

President, John H. Hallock; vice-president, Daniel J. Creem; secretary and treasurer, Herbert F. Gunnison, who is publisher of the Brooklyn Daily Eagle. William A. Schiffman, manager, was among the directors reelected.



# Warehouse Business Conditions as Summarized at Houston Convention

## *Average Occupancy of Space in Merchandise Plants in 1923 Ranged from 40 to 75 Per Cent.*

"**H**OW'S business?" In answer to this question merchandise warehousemen came to the Houston convention with prepared answers for presentation at the meeting of the American Warehousemen's Association. They had received in advance a specified list of inquiries and accordingly had had time to analyze actual conditions in 1923 and prospective conditions in 1924 in relation to fundamentals affecting their own cities and their individual enterprises. This summarizing was a somewhat novel feature and created keen interest.

One of the inquiries covered average occupancy of

space during 1923, and the answers ranged from 40 per cent in some cities to as high as 75 in one city. "Greatest competition" was the basis of another inquiry, and a varied category of answers was offered, the principal competition, it developed, being through vacant space being turned into the storage business temporarily by interests not normally engaged in warehousing.

The purpose of this symposium was to give the delegates a bird's-eye view of conditions and prospects in all parts of the country. Some of the high spots of the various reports are as follows:

### **Dallas**

**DALLAS**, by E. D. Balcom, president Dallas Transfer Co.: Wages are expected to be stationary in 1924. Open shop conditions are satisfactory. Occupancy in 1923, 70 per cent. Prospects for 1924 are good, due in part to the best Texas cotton crop in years. Rates, based on the guide of the Central Warehousemen's Club, were stationary in 1923. Present rates are satisfactory and will be maintained in 1924. Education of manufacturers on advantage of using warehouses is expected to bring in a great deal of new business. Chief source of competition is ignorance of what it costs to render service.

**Cincinnati**, by Fred W. Barry, treasurer B. & O. Smith Street Warehouse: Wages will be the same in 1924. Houses in 1923 were fairly well filled during the first ten months and 70 per cent occupancy is expected in 1924. Rates in 1923 were remunerative except that they were too low on some commodities. Rates in the larger houses were stationary in 1923 but some of the smaller companies were quoting any rates in order to get business. Competition came from outside the warehouse business; teaming companies were diverting patronage by lower rates, and of these companies the shippers knew little, and should stick to recognized warehouse firms if they expected to get service.

**Boston**, by George S. Lovejoy, manager general storage department Quincy Market Cold Storage & Warehouse Co.: Business was good in general in 1923.

Rates were being maintained. It was only a question of time when "fly-by-night" competition would disappear. Service must be given if customers are to be held. The Quincy company is just putting out a tariff based on 7½ cents a square foot and on 10 cents a square foot—and on 40 cents an hour and on 50 cents an hour—constructed along the lines of the A. W. A. Encyclopedia.

**New York**, by Edwin Morton, treasurer Baltimore & Ohio Stores, Inc.: Rates in 1923 varied from 5 cents in some of the larger houses to 10 cents in some of the smaller ones. Very few houses have the courage to charge what it costs them to do business. The average occupancy in known warehouses was 40 per cent. Business improved up to December, when there was a slight falling off. Warehousemen hoped for better rate and occupancy conditions in 1924. The Mellon tax plan would help the industry. There was an increased tendency toward State control. Private space thrown temporarily into public storage was the chief competition.

### **Philadelphia**

**Philadelphia**, by Philip Godley, proprietor Godley's Storage Warehouses: No wage changes expected in 1924. Occupancy in 1923 was 70 per cent. The prospect for 1924 was only fair. There were some decreases in rates in 1923 and it was not possible to predict as to 1924. No Philadelphia houses had published tariffs. Chief competition lay in unoccupied buildings being converted for

warehousing, some of them by new companies ignorant of established warehousing practices.

### **Baltimore**

**Baltimore**, on behalf of T. E. Witters, vice-president Baltimore Fidelity Warehouse Co.: No indication of any wage changes in 1924. Average occupancy in 1923 ranged from 40 to 75 per cent. Business is expected to be good in 1924. Rates were virtually unchanged in 1923; a few increased. For 1924 a new tariff is being built which is expected to iron out some inconsistencies and this will advance rates on some commodities. Non-standard warehouses quoting rates on commodities which they were not prepared to handle was the chief source of competition.

**Pittsburgh**, by Robert L. Spencer, warehouse superintendent Pennsylvania System: No 1924 increase in wages expected. There is no union of warehouse workers in Pittsburgh. Average occupancy in 1923 was 70 per cent. Business is expected to be good in 1924. Chief competition lay in lack of State and city association. [Note: the Pennsylvania State Warehousemen's Association was organized subsequent to Mr. Spencer's report.] Warehousemen ought to be licensed and bonded and the tendency was in that direction.

**Indianapolis**, on behalf of Mrs. M. M. Bowen, manager Tripp Warehouse Co.: No wage increases expected in 1924. Occupancy in 1923 averages 60 per cent.

Business conditions not expected to be good in 1924. Rates were unchanged during 1923 and no decreases expected in 1924. Rate cutting furnished chief competition. There was need of a strong local association.

#### New Orleans

New Orleans, by R. W. Dietrich, president Dietrich & Wiltz, Inc.: Occupancy in 1923 was 40 per cent. The 1924 business outlook is not bright. Rates were decreased on some commodities in 1923. Rates will be maintained in 1924. Competition—newcomers into the field, and railroad storage at rates unfair to warehousing. Railroads should put in storage-in-transit arrangements to increase New Orleans' export business, which in turn would develop warehousing.

St. Louis, by F. R. Long, manager

S. N. Long Warehouse: Average occupancy in 1923 was 75 per cent.

Jacksonville, by H. C. Avery, manager Union Terminal Warehouse Co.: Rates and wages were unchanged in 1923. Occupancy was 50 per cent or less. There should be an apparent improvement in 1924. Rates slightly advanced in 1923, with not much change expected in 1924. Surplus space in wholesale buildings furnished chief competition.

Kansas City, by C. C. Daniel, president Central Storage Co.: No wage changes expected in 1924. Average occupancy in 1923 was 65 per cent. Prospects for 1924 are good. Rates were not materially changed in 1923 and none are contemplated in 1924. A Missouri tariff guide has been constructed. Chief sources of competition are lack of co-operation by warehouses in Kansas City and surrounding territory, and vacant

manufacturing space being thrown into storage.

Chicago, by Elmer Erickson, vice-president Midland Warehouse & Transfer Co.: Wages in 1924 will probably not be lower. Average space occupancy in 1923 was 65 per cent. As to business in 1924, much space will be sublet and otherwise reduced; conditions are expected to be good. Rates will be readjusted, in 1924, to conform with a new guide being worked out.

#### Average Going Rentals

The various reports showed that the average going rental of sprinklered switchtrack warehouses had materially increased in 1923 as compared with 1917.

Commenting on the reports, Roy C. Griswold, presiding, said they indicated conditions were not so good in cities where there were no local associations.

## Railroad Free Storage Protested by Philadelphia Warehouse Interests

(Concluded from page 17)

weighing 60 to 70 pounds, are in proportion.

#### Agreement Dates Back

Mr. Richardson of the Merchants company, affiliated with the Pennsylvania Railroad's free storage arrangement, said the agreement had been in effect at least forty-eight years, having been instituted because of labor conditions then prevailing; he had no idea when the arrangement was supposed to expire. He said he believed the warehouses would be better off should the railroads cease paying for free storage service, as the charges would thus be passed along to the consignees. At present, he added, the free service was being handled at a loss.

On a query by Mr. Maize, Mr. Settle said Baltimore interests had filed a complaint with the I. C. C. over such free service to favored warehouses there, but that no application had been made to place the warehouses under State supervision.

Albert H. Warren, Quaker Oats Co., asked if it was true that railroads entering Buffalo were endeavoring to have free storage at warehouses abandoned. Others asked regarding the Buffalo situation, but no one present was prepared to answer.

Hubert J. Horan, president of the Commercial Exchange, shed light on the origin of the free storage contract with the railroads, explaining that it started as a flour proposition when every flour man in Philadelphia had his own warehouse. The railroads, he said, delivered at points convenient for hauling and at first granted 10 days' free storage, the shipper thereafter to pay 2 cents a day per barrel. When the flour men gave up their warehouses, the railroads reduced this free storage time to 48 hours, as they claimed their cars were being held

up too long, and increased their storage rates per barrel. Today, he said, not a flour man in the city has a warehouse. He asserted his belief that the railroads would like to be relieved of the burden of free storage and handling charges, but in that event, he said, the cost would be passed along to the consumer. He said he believed that with the removal of free service there would be an additional charge of 7½ cents on a barrel of flour and that this would result in demurrage charges. The Commercial Exchange, he said, had consulted its attorney and would fight removal of free storage to the limit. He said there was a larger view to be taken of the situation than that shown by the independent warehousemen and some of the brokers; namely, the interests of the city and port of Philadelphia.

As a sidelight on the possible situation, Mr. Horan disclosed that an attempt made to abolish free storage charges during the World War had resulted in a flour shortage in Philadelphia, little known outside the trade, that was relieved only by baking companies seizing a shipment of flour, owned by the Norwegian Government, which had been placed on piers along the Delaware, awaiting shipment overseas.

#### De Long's Opinions

Mr. De Long, in a tilt with Mr. Horan, denied that removal of the free storage service would result in demurrage, and said that his company, the Eastern Warehouse Co., was absorbing demurrage charges, even though he did not get free storage service, and yet it was charging only the same rates as those in operation in the railroad-affiliated warehouses. He explained that brokers came to his warehouse with their business, although it cost them more to send their goods there, because the railroads on such consign-

ments will not absorb the 48-hour free storage charges and the handling charges. He emphasized that his company and other independents gave service and handled all goods promptly. He added that, while it made no difference to him, personally, whether the railroads refused his warehouses the free storage service, he was in favor of having all the warehouses being treated alike, as a special privilege of this kind was the same as a rebate granted to privileged shippers. He expressed the belief that if the case went to the Interstate Commerce Commission, or to the Public Service Commission of Pennsylvania, either Commission would order the free storage privilege stopped or granted alike to all warehouses.

"Plans are reported now under way," said Mr. De Long, "to have the Legislature of Pennsylvania place warehouses under the control of the Public Service Commission."

#### Correction

On page 117 of the 1924 Warehouse Directory (published as part of the January, 1924, issue of *Distribution & Warehousing*) the listing of the Sovereign Fireproof Warehouses of Rockford, Ill., was erroneously placed under Rock Island.

Owners and users of the Directory should make a written note of the foregoing in their copies of the Directory.

#### Nicholson a Director

J. U. Nicholson, general manager of the Central Storage & Forwarding Co., Chicago, has been elected a director of the Central Manufacturing District Business Men's Association, Chicago. E. M. Lange, manager of the C. M. D. Motor Transfer Co., also has been chosen a director.

# Editorial Comment

## Trade Statistics

**T**HE decision by Attorney General Daugherty which would seem further to curtail trade association activities should not be passed by without consideration, in the form of adoption of resolutions and the presentation of them at Washington, by the organizations identified with the public warehouse industry.

It is legal, Mr. Daugherty has held, for associations to collect statistics concerning production and distribution, and regarding prices of commodities, and turn them over to the Department of Commerce. But it is not legal, he has stated further, for associations to "circulate such data among their own memberships."

That this is a ruling of vital importance to warehousing as an industry is obvious to the storage executive familiar with association activities. Conceivably it may affect cost finding studies and, in a measure, the obtaining of information upon which to build basic rate tables.

The National Association of Cost Accountants, with which a number of warehousemen are identified, has taken a step which the trade bodies within the storage business ought to follow. It has adopted a resolution the preamble of which declares, for one thing, that the trend of recent Court decisions and Mr. Daugherty's opinion are "decidedly contrary to the spirit of American institutions" and "opposed to the best interest of American business." In the preamble the association records its approval of Secretary of Commerce Hoover's "determined efforts to foster trade associations and to encourage the gathering, compilation and exchange of trade statistics." The resolution itself asks for a revision of the Federal laws so as

to permit such gathering, compilation and exchange, and the memorial has been sent to the President, to Mr. Daugherty, to Mr. Hoover and to both Houses of Congress.

Here is a legitimate field for action by the national, sectional, State and local associations devoted to the welfare of the warehouse industry. It is something which should be discussed at the association meetings. Similar organizations in other lines of business are not passive on the subject, and the warehousing bodies should flood Washington with memorials in support of Secretary Hoover's efforts.

What Mr. Hoover has been doing for warehousing in recent months deserves, in return, united backing from the industry.

## A Business Opportunity

**W**AREHOUSING as an industry needs some sort of a centralized agency for the development of new business. Some day the American Warehousemen's Association will set in motion machinery of such character and Service Salesmen will be sent into new fields to place convincing arguments before manufacturing interests which have not yet learned about the economic advantages of storing in and distributing through public commercial warehouses. There is an enormous amount of such business to be had, with profit to the industry. Warehousemen recognize that that is so, and individually many of them are working along that line, but the day is going to come when the major merchandise association is going to function for the industry as a whole and reap a harvest of potential business.

There is a current background

which inspires the thought at this time. W. O. Rutherford, vice-president and sales director of the B. F. Goodrich Co., Akron, Ohio, and president of the Rubber Association of America, has published for circulation among that association's members a pamphlet in which he outlines possible savings in the rubber industry amounting to \$30,000,000 a year. Here are two of his suggestions which are certainly pertinent to warehousing:

1. More than \$5,000,000 annually could be saved by the establishment of shipping centers to which the rubber manufacturers would ship tires in carload lots to be distributed in less than carload lots. The consumer would pay the freight on the shipping centers to destination.

2. The rubber industry could save another \$5,000,000 a year by reduction of the number of branches in operation.

Here is food for thought by merchandise storage executives. Obviously the warehouseman will contend that the logical "shipping centers" mentioned by Mr. Rutherford are the public warehouses. And one way for the rubber industry to reduce the number of branches in operation is to place stocks of their products in warehouses strategically located near points of consumption.

Here is a business-getting opportunity which ought not to be overlooked. Mr. Rutherford has pointed out ways to the men of his industry to economize. The public warehouse is peculiarly adapted to effect the economies he mentions. The right kind of promotion work through a centralized agency would enormously increase the volume of rubber products placed in public warehouses.

Opportunities of this character are constantly cropping up.



There will be many of them in the future. Warehouses are not filled as they were during the war, and it strikes us that today is the time for the necessary initial steps to be taken to set the machinery in motion.

### The Leasing Situation

ANOTHER opportunity for warehousing—with probable ultimate benefit to itself—to cooperate with and aid the Department of Commerce is offered in connection with an investigation which the Department's Division of Building and Housing is at this time conducting.

Dr. John M. Gries is Chief of the Division of Building and Housing, and *Distribution & Warehousing* is informed that he will welcome such information as may be given to him by the various warehousing associations with regard to leasing dates.

Secretary Hoover some time ago appointed a Committee on Seasonal Operation in the Construction Industries. That committee discussed the effect of leasing dates in contributing to seasonal fluctuations in building activity and requested the Division of Building and Housing of the Department of Commerce to include a discussion of the subject in its report. Hence the inquiry now under way by the Division of Building and Housing.

It is apparent, according to Dr. Gries, that the effects of concentrating a large proportion of annual leases at a single date are of importance to many different groups—including, he points out specifically, warehouse and moving companies; public utilities, which have to change connections and meters as people move; tenants generally, and the construction industry and its employees.

Dr. Gries points out that the simultaneous progress of a large number of buildings of the same class to be completed at a given

date leads to successive peaks of employment for nearly all the different building trades, and this leads to an otherwise uncalled for influx of men into those trades, inflation of wages to unhealthy levels for short periods, and general disorganization of the industry.

Criticisms of the system have reached the Department of Commerce from labor union officials as well as contractors, architects, engineers. On the other hand, there have also been received serious arguments in favor of the single leasing date for a given class of property. Although the practice of having the same leasing date for both business and residential property lacks defenders, Mr. Gries says, it exists nevertheless in many cities.

It is in the province of the report to be prepared by the Division of Building and Housing to present the facts as they affect the building industry; to point out briefly the other groups affected, and to review such efforts as have been made to remedy the situation. After the report has been completed, Mr. Hoover's Committee on Seasonal Operation in the Construction Industries may then make such recommendations as it deems wise.

If warehousing associations wish to present statements as to the effects of concentrating of leases at one or more dates, and regarding attempts which have been made to alter existing conditions, Dr. Gries informs *Distribution & Warehousing* such statements will be welcomed.

The one-date or two-date leasing problem has been a bugaboo in the public storage industry for a long time. The Department of Commerce offers an opportunity for warehousing to present reasons why leasing dates should be scattered through the year—to suggest remedies which will be beneficial not alone to the industry, but in the public interest as well.

The New York Furniture Warehousemen's Association has

a committee which is working with Secretary Hoover's special committee, and President Bateman of the National Furniture Warehousemen's Association has appointed a similar committee. Other warehousing organizations, particularly those in the larger cities where the leasing situation is most harmful, could profitably proffer the same cooperation.

### Hourly Removals

THE "District Rate Basis" of charging by the hour for removals of household goods, as proposed to the Pennsylvania Furniture Warehousemen's Association by a special committee, and as outlined elsewhere on these pages, is worthy of careful examination by furniture storage executives in all parts of the country.

Both the scientific arrangement and the novelty of that arrangement must appeal to the common sense of the warehouseman and to his imagination.

The committee headed by Mr. Sweeting has obviously made an extended and minute investigation of a situation which has long been a thorn in the industry's side, and has produced an idea the development of which is certain to be watched with interest by men of the industry in all parts of the country.

It was emphasized in connection with the Sweeting report, that the Pennsylvania association does not purpose to fix rates for its members to charge. A basis of rates will be provided only, and each operator of vans will be enabled to work out his own tariffs with intelligent consideration of distance, tonnage and other fundamentals, as related to his individual conditions and business. The committee points the way merely, and this is proper procedure in view of the uncertainty prevailing in official quarters in Washington as to just how far a trade association may go in its cooperative efforts. K. B. S.

# FROM THE LEGAL VIEWPOINT

By George F. Kaiser

## Shipper's Rights When Goods Are Distributed in Pool Cars

**L**EGAL EDITOR, *Distribution & Warehousing*: Will you kindly give us legal answers to the following problem, which we have encountered in the warehousing and distribution of our pooled cars of canned goods?

We are shippers of many pooled cars of canned goods to various warehouses over the country. Our terms of sale are "Draft against documents," meaning we draw draft covering each shipment in pooled car, with "Warehouse Order" attached, drawn upon warehouse to which pooled car is shipped. We then deposit these drafts with our local bank to forward for collection, and we receive full credit at time of deposit for face value of drafts at our bank, by delivering to them at same time of deposit an original Shipper's Order Notify Bill of Lading covering pool car, duly indorsed over to them. That bank, in turn, releases the Bill of Lading to warehouse with instructions to handle car as per instructions which we, as shippers, may give warehouse. Thereupon we, as shippers, have a form instruction letter to warehouse, part of which reads as follows:

"It is to be expressly understood that the contents of this car are property of (name of bank here); that they are holding you responsible for correct handling and distribution thereof; and that these goods are not subject to any lien, garnishment or attachment against us, as shippers. The original Shipper's Order Notify Bill of Lading, evidencing ownership of goods, is now being forwarded you by registered mail by the above named bank."

This letter is then signed by shipper as "Agent for (such and such bank) in giving these instructions."

Each and every shipment in such pool cars is strictly "f.o.b. factory" shipment, and is covered by signed contracts authorizing shipment by purchaser. This "f.o.b. factory" clause appears on all contracts, being placed there with intent to complete the transaction, insofar as shipper is concerned, at point of shipment, within State in which the shipper is located.

The following questions arise, then, in this connection:

First: At which point is actual title to goods passed to purchaser in shipments in pooled cars, as above described?

Second: What are the rights and interest of the bank in goods; where does the bank's interest cease, where title has been transferred to them by means of Shipper's Order Notify B/L duly indorsed?

Third: What would be the status of the goods thus transferred, while in storage in distributing warehouse, awaiting purchaser's payment of draft and forwarding to warehouse of "Warehouse Order"? Would goods thus stored be subject to garnishment or attachment which might arise against shippers by legal means?

Fourth: If warehouse had accepted service on such goods, unknowingly, or without referring to instructions covering as to where title vested, and then the shipper files bond to secure release of goods, in foreign State from which shipped, would this filing of bond be considered as acceptance of service upon them by the Court, when the filing of bond is handled through shipper's bank?

### The Answers

The above refer only to hypothetical cases which might arise, but we believe are questions which would be of interest and information to all warehouses who might read the legal answers thereto. Therefore we are sending them to you to expound your views on each case.

Thanking you very kindly in advance, and assuring you we appreciate and watch with interest the very fine service you are rendering, we remain, *The C. Corp., Long Beach, Cal.*

Answer: I have been unable to find any reported cases on the points mentioned in your letter.

You have attempted to give me a careful statement of just what your policies are and just what you try to do in pooled carlot shipments but I must confess that I feel I am attempting to answer your queries without having all the information at hand that I should have. Of course the only way all the information could be acquired would be by a personal conference, which is impossible.

Undoubtedly, from your letter, you desire to ship goods at the buyer's risk, as you make all shipments f.o.b. factory, yet it also appears that you are attempting to obtain control of the goods and be able to have all indorsing the Bills of Lading to your bank and employing a warehouseman as your agent after the actual shipments have been made f.o.b. This is shown both by your indorsement on the Bills of Lading after the making of the f.o.b. shipments and by your statement that you are in the habit of sending to the warehousemen.

Now, the general rule is that, upon a sale f.o.b. point of shipment, title passes from the seller at the moment of delivery to the carrier, and the subject of sale, is, therefore, at the buyer's risk. The mere fact that it is provided that payment shall be made on presentation of a draft with a Bill of Lading attached, has been held inconclusive to show the purpose that arrival at the point of destination shall be a condition of performance.

You say in your inquiry "each and every shipment in such pooled cars is strictly f.o.b. factory shipment and is covered by signed contracts authorizing shipments by purchaser."

This f.o.b. factory clause appears on all contracts, being placed thereon with intent to complete the transaction insofar as the shipper is concerned at point of shipment within the State in which the shipper is located.

On the statement above, the general rule as set out would seem to apply to your case. In other words, title to the goods would pass to the buyer on leaving the factory and any and all risks would be his.

The operation of the general rule as to the passing of title on f.o.b. points of shipment is, however, subordinate to intention.

Examining the matter further, we find that afterwards you write a letter stating that the goods are the property of some bank and that you indorse the Bills of Lading to the bank after they have been shipped f.o.b.

In other words, although you are supposed to have passed title to the goods and to be merely holding the Bills of

Lading as security for payment on the sight drafts, by the letter mentioned you indicate an intention on the part of yourselves to control the goods; you state that your bank is the owner of the goods and that you will hold the warehouseman responsible for their safe handling and distribution.

This statement, of course, is inconsistent with the further statement that the goods are not subject to any lien, garnishment or attachment against you as shippers. You cannot pass title to the shipper and also pass title to the bank. You might hold the bills of lading as security and even transfer them, but I do not feel that any Court would hold, on such a state of facts as you set out, that the transaction was completed at the point of shipment.

Answering specifically your questions in the order that you ask them, I may say in answer:

To the first question: I am inclined to think that the purchaser does not get title to the goods until they are shipped to him by the warehouseman.

To the second question: I think the bank is the owner of the goods up to the time they are shipped out by the warehouse.

To the third question: I believe some Courts would undoubtedly hold that these goods were subject to such attachments while stored in a warehouse. It would not be surprising if others held to the contrary.

To the fourth question: The fact that the shipper filed a bond would very fairly be considered an admission on its part that it was responsible for the goods and still had title to them.

In the absence of any Court decisions it is difficult to say what the Courts would do in any particular case.

#### A Warehouseman's Opinion

*Editorial Note: At the suggestion of Mr. Kaiser the foregoing four questions were submitted to a warehouseman—one of the most widely known storage executives in the country—who has made a special study of pool car distribution, based on years of experience in this branch of the business. His comments in reply to the four inquiries are as follows:*

"First: It is our opinion that title to the goods passes to the purchaser when he has fulfilled the agreement with the shippers by paying the draft and receives from the bank the order on the warehouseman.

"Second: Are not the bank's interests those of an agent for the shipper? Do not the bank's interests cease when the customers' drafts have been paid and the bank surrenders to the purchasers the warehouse orders?

"Third: It is our opinion that as an actual matter of fact the shippers are the owners of the goods until they have been paid for, and the goods, therefore, would be subject to attachment.

"Fourth: We should probably invite the opinion of our lawyers on this point, but it seems clear to us that, if drafts had been paid and orders issued, no

attachment could be accepted by the warehouse if the orders had been deposited with the warehouseman, notwithstanding that the goods may not have been delivered in their entirety, as we feel that it is good law that, when once delivery orders are accepted, the transference of the goods purchased has occurred in the books and records of the warehouse company. We should consult freely with the bank and be guided by legal advice.

"I might add that in my opinion the practice of handling goods in this way is done to evade something. What that is depends entirely upon circumstances, and I should like to ask them, and also Mr. Kaiser, this question:

"Suppose fifty per cent of the goods were irreparably damaged in transit; to whom should payment be made by the carrier under the inquisitor's present method of handling the business?

"We feel that Mr. Kaiser has admirably answered the questions, certainly from a business and common-sense viewpoint. We quite agree with him that Court decisions are frequently at variance with common sense and good warehouse practice.

"It is evident that this shipper is trying to eat his cake and have it too."

#### A Claim Case

THAT failure to file a claim of loss against a railroad within the time stipulated in a Bill of Lading, within four months from the time the shipment should have been delivered, precluded the plaintiff from recovering damages against the railroad, was the decision in *J. C. Hubinger Bros. Co. v. Chicago B. & I. R. Co.*, reported in 195 N. W. Reporter at page 762 and decided by the Supreme Court of Iowa.

The facts in the case are that in September and October, 1909, the plaintiff, J. C. Hubinger Bros. Co., shipped two carloads of feed from Keokuk, Iowa, to Springville, N. Y. It was provided in the Bills of Lading, issued to the plaintiff for the two cars, that unless claims for loss, damage or delay should be made in writing to the carrier at the point of delivery, or at the point of shipment, within four months after delivery of the property, or, in case of failure to deliver, within four months after a reasonable time for delivery had elapsed, the carrier would not be liable.

It appeared that the feed reached Buffalo, the defendant's eastern terminus, on Oct. 15. The defendant then delivered the feed to the Western Transit Co., in whose warehouse it was placed to await delivery to a second railroad for transportation from Buffalo to Springville. The latter railroad was immediately notified of the arrival of the feed and requested to furnish cars to carry the feed to its destination. The second railroad, however, failed to furnish the cars. The feed, therefore, remained in the warehouse until Nov. 1, when it was destroyed by fire.

It further appeared that, although the plaintiff knew of the loss within three

months from the time of shipment, it did not file its written claim of loss with the defendant until June 28, 1911. The claim was rejected on Feb. 12, 1912. Thereafter, on Jan. 12, 1914, more than four years after the destruction of the property, the plaintiff brought this action to recover from the defendant as the initial carrier of the shipment. Meanwhile, the second railroad, which had been at fault in failing to deliver the feed, and which would have been liable to the defendant for any amount which the latter might have been obliged to pay by reason of the plaintiff's claim against it, had become insolvent.

It was held that the plaintiff's failure to give notice of its claim, as required by the Bills of Lading, within four months from the time the shipment should have been delivered, precluded the plaintiff from recovering. A directed verdict for the defendant was affirmed.

#### When Highway Was Poor

LEGAL EDITOR, *Distribution & Warehousing*: We should appreciate your opinion in the following case:

On June 30, 1923, we undertook to move two loads of furniture from Passaic to Honesdale, Pa. Our customer told us the route to follow, assuring us of good roads all the way. We undertook same for the sum of \$250. En route, however, due to extremely bad road conditions, the furniture was damaged to the extent of \$156.30 in this manner: The first truck, in attempting to pull up a very steep hill, stalled and rolled back upon the second truck, damaging furniture on the tailboard of first truck. Customer paid us \$100 on account and said he would settle with us upon receipt of damages from insurance company with whom he had furniture insured.

Since then we have received no money and today received a notice from an adjuster as follows after stating the case:

"This claim has been assigned to me for collection and I would thank you to advise when and in what manner you are prepared to make settlement."

You will observe that the amount of the damages is almost exactly the amount of the balance still owing us.

If you can advise us what you think best to do in this matter, we will appreciate it.—*B. Bros., Passaic, N. J.*

Answer: In view of your unfamiliarity with the road conditions as indicated by that part of your letter wherein you say "Our customer told us the route to follow, assuring us of good roads all the way," I do not believe the Courts of your State would be inclined to hold you responsible for the damages to the goods unless lack of ordinary care or some defective condition in your truck is shown by your customer.

As I understand it, you are not chargeable as a common carrier in your State.

Under the circumstances the proper thing to do is to put your claim in the hands of local counsel for collection.



# Bonus Systems Build Efficiency Among Motor Truck Drivers

## Here Are Some Suggestions for the Warehouseman Fleet Owner

By P. L. SNIFFIN

**M**ANY warehouse and transfer concerns in all parts of the country are going into the truck driver problem and finding in it a number of interesting ways to obtain better service and to lower hauling costs. This is especially noticeable in the New England section where the writer has seen several exceptional examples of well-worked-out systems for obtaining driver cooperation. Some of these systems take the form of driver contests which were discussed at length in a previous article. Others, equally successful, are based on bonus plans in which the driver shares

with the owner in the economies or improvements he makes possible.

Bonus plans are well worth studying if only because so many warehouse owners are using them profitably. There are no great difficulties involved in applying them once the owner has determined upon a basis or unit that can be worked out satisfactorily.

Fundamentally, the bonus plan is a plan to encourage individual effort among the drivers, a form of extra payment or reward based on cost items which are under the driver's control and given in return for the driver's efforts to reduce these costs.

**T**O illustrate a simple form of the bonus plan, suppose a driver through indifferent service were to shorten the life of a truck, say, two years. Hardly beyond question this would mean a loss of between \$1,000 and \$1,500 to the owner.

Although most owners do not know it, many trucks are being taken out of service every day which if properly maintained would have given two, three, or even more years of service. Then, in addition to this shortening of the vehicle's life, there is another item equally important—the cost of repairs for the vehicle, which might have been prevented if the driver had been more interested in the care of the truck and in the way he handled it. Even aside from repair costs there are the running charges, gasoline and tires, which are affected similarly. The same is true of costs that result from accidents, violations of traffic regulations, etc., all of which are due to the driver's negligence.

So, remembering all of these costs which are influenced by the driver's interest or lack of interest, if the owner were to consider just his repair costs and aim to give the driver the benefit of anything he might save on this item, he certainly would not stand to lose a thing but rather would gain on this and the other items, too.

### YOUR BUSINESS AND THE MOTOR TRUCK

**T**HIS is the seventeenth of a series of articles by Mr. Sniffin and deals with bonus systems for motor truck drivers.

Formerly with the International Motor Co., Mr. Sniffin is a recognized authority on motor truck topics. He has been making a special study of truck operation in relation to the public storage industry in order to write these articles.

Consider a repair bill of \$100 or \$200 which the owner authorizes and pays for because he knows he must if he is to keep the vehicle earning for him. If a bonus plan were established, it might mean paying the driver a dollar or two extra per week, but it would be so based that it would be paid only when a corresponding saving was shown in the operation of the driver's vehicle.

In this way the bonus plan not only pays for itself but it has a far-reaching effect in obtaining the driver's interest and cooperation.

A bonus plan can be based, as pointed

out in the foregoing, on any item of truck operation which is under the driver's control. The following eight items cover these completely and a suitable combination might be chosen from them as the basis for a bonus plan.

1. Numbers of miles traveled per day or week.
2. Gross loads hauled per day or week.
3. Amount of time consumed.
4. Repair expense.
5. Vehicle life.
6. Tire cost.
7. Fuel, oil and grease.
8. Idle truck time in loading and unloading.

The warehouse owner who is experimenting with the bonus plan for the first time should make it as simple as possible. The writer has seen a good number of failures caused by trying to do too much at the start. The most profitable results as shown by actual experience come from first trying out the most simple kind of a bonus plan and then studying the effect of the plan to enlarge it and bring in other ideas which can be suggested only from the owner's individual conditions and experience.

A simple plan would be merely to divide the savings with the man on a 50-50 basis. This is a very easy thing to do and, once established, it would give the owner a good idea of the possibilities of

the plan in his own business. Thus a standard would be fixed to represent an average yearly repair cost for a vehicle or an average consumption of gasoline, oil or tires. At the end of a year's time the actual repair costs or other costs would be computed and, if the amount were under the estimated total, the driver would be entitled to a bonus consisting of one-half the saving.

There is one danger in the plan—that a driver would be tempted to neglect reporting minor troubles which really require attention and which may later grow into heavier repair bills. This can be overcome by accompanying the announcement with a bulletin explaining how the driver can best lower his repair costs. (Such a bulletin would incorporate the points discussed in a previous article—October, 1923, issue of *Distribution & Warehousing*.)

#### Cost Records Necessary

It goes without saying that a bonus plan can be successfully used only when accurate and complete cost records are kept. The cost sheets are the guide to studying the truck system and enlarging the opportunities of the bonus plan. Moreover, cost records are necessary for fixing the standards and computing totals.

There are any number of variations in the bonus plans which are now being successfully used. Every system differs widely from the rest, as no two sets of conditions are alike. Yet by briefly reviewing a few outstanding examples the reader will be able to discover the best ways to meet his own requirements.

One concern has a system quite elaborately worked out on the basis of the ton-mile. In explanation of the ton-mile unit, if a 3-ton truck is loaded to capacity and travels one mile, it has performed 3 ton-miles of service. Likewise, if a truck carries one ton three miles, it also will have accomplished 3-ton-miles. This concern computes all costs over which the driver has control, including the items of gasoline and oil, repairs, tire expense, accidents, suits, etc., and divides this figure by the number of ton-miles the truck accomplishes. This gives a rate per ton-mile which, of course, varies each month from one driver to another. To compare with this, the company establishes an average rate determined by experience and the drivers are given a bonus monthly consisting of 50 per cent of the savings the records show he has saved below the standard.

This particular system has been most successful, although it does require a lot of work in bookkeeping and filling out forms. The owner of this concern says:

"During the past fifteen months since this plan has been used we have accomplished an average gross saving of 30 per cent on all our hauling. Now we are operating five trucks at a trifle less expense than it cost to operate four trucks before the plan was started."

A different kind of bonus system, and one that is considerably easier to establish, has been worked out by a concern which takes into consideration three separate cost items influenced by the

driver. These items are tires, repairs and fuel.

Solid tires are used on all trucks and these are guaranteed for 7000 miles. The driver is given 33 1/3 per cent of the saving he makes on tires which run over the guarantee. Thus, if one tire or a full set of tires were to run 6000 miles over the guarantee, estimating that four tires cost \$140, on a basis of the 7000 mile guarantee, this would be two cents per mile. The saving of 6000 miles over the guarantee would be \$120 for the four tires. Of this the driver would receive \$40 for four tires or \$10 for one tire.

As far as repairs are concerned, this company offers monthly bonuses of \$15 and \$10 to the drivers who have the lowest and next lowest repair costs for their machines after the machine has gone 5000 miles. In awarding these bonus prizes, each driver's record is computed individually, the factors of mileage, tonnage, condition of the engine and chassis and absence from duty being considered.

With respect to fuel, a similar plan is used, in which a bonus of \$3 a month is given to the driver who shows the lowest consumption of gasoline per mile and, in this case, tonnage and the condition of the machine are likewise considered.

An important point about bonus systems which is worth noting here is that, where repair costs are used as a basis, the drivers should be forbidden to make adjustments or repairs unless they are trained mechanics. One concern in particular found that the drivers would tinker with the machines themselves when something went wrong and really do more harm than good. Care must, therefore, be taken in introducing the idea to the drivers so that they will understand how to best help their chances.

Referring again to the second plan outlined in the foregoing, it is well to mention that the tire-mileage basis is a most satisfactory one for the warehouse owner who wants to use a bonus system which will not require a great amount of study or time in maintaining it. The difficulty with most systems is that damage varies so widely between different vehicles, even when subjected to the same abuse, that it is necessary to take so many factors into consideration in arriving at a fair bonus. Even then, unless a careful and extensive system is used to insure accuracy, there is apt to be a certain amount of antagonism toward the plan on the part of drivers who feel they have not been given a fair deal.

#### Driver-Interest

On the other hand, the truck tires show up every abuse that the truck receives. According to the length of service they give and their condition at certain intervals, the owner can judge pretty well the care with which the driver has operated the truck. As for the driver, if he knows that his bonus depends on the condition and life of the tires, and if he drives his truck so as to be as easy as possible on them, he will automatically be reducing the cost of repairs and lengthening the life of the vehicle.

It is a simple matter for the owner to say to the drivers that he will divide up

with him any saving in the increase of mileage over the 7000 mile guarantee. It costs him nothing and obviously has unusual opportunities for economizing on the other items of cost.

For the warehouse owner who is interested to know how a more complex bonus system would be worked out, an illustration of such a plan is worth a brief review here.

This particular system provides an award for drivers on two points; first, the amount of work the driver accomplishes—that is, the miles of useful work he has covered in a given time; and second, the economy with which he performs that work.

#### Arriving at Percentage

The aim of the system is to establish a percentage figure which expresses the driver's efficiency in both the amount of work accomplished and the cost of performing that work. The method of arriving at this percentage is as follows:

The truck running time was based on the amount of time a truck usually takes to cover one mile when on the road. This was taken as six minutes. This figure is then multiplied by the actual number of miles covered in a day and the result is divided by the number of minutes operated minus the number of trips multiplied by 10. The figure 10 is the number of minutes allowed for loading and unloading. It is multiplied by the number of trips in order to give the total standing time allowable in the course of the day.

The result of this formula gives a figure which represents the driver's performance in terms of running time. This figure is then compared with an ideal figure previously established and a percentage of efficiency obtained. Thus, a driver may have required 10 per cent more time than the ideal time, in which case he would be rated 90 per cent efficient.

But this figure is not all that must be considered, because a driver may accomplish a good record of efficiency at the expense of excessive running costs. Therefore, a second formula is used which is computed in connection with the first.

The average gasoline consumption for the trucks was found to be five miles per gallon. So the number of miles run per day was divided by five times the number of gallons of gasoline used. This gave the percentage of efficiency in using gasoline.

For example, suppose a truck runs 60 miles in a day and uses 14 gallons in doing it. Then 60 miles, divided by 5 times 14 equals about 85 per cent. Since 14 gallons of gasoline should have taken him 70 miles, and he was only able to cover 60 miles, he was justly only 85 per cent efficient on this point.

Two percentages have thus been obtained, the first showing the driver's efficiency as to time, and the second showing his efficiency as to economy in the use of fuel. These two percentages are then "mixed"; that is, they are added and divided by two and the resulting percentage gives the driver's general efficiency.

An efficiency of 80 per cent entitles the driver to a bonus. Between 80 per cent and 90 per cent, the driver receives a bonus of \$2 a week; between 90 per cent and 100 per cent, \$3 a week; and for 100 per cent, \$4 a week.

While this plan has worked out very satisfactorily for the concern that is using it, it could not safely be recommended unless the owner is prepared to make a careful study of his own conditions in establishing the proper ideal of time performance.

#### Demerit System

Successful bonus plans have been carried out also with demerit points; that is, a reserve fund is established to be paid to the driver at the end of a year, minus such deductions as may be made from time to time for negligent service.

Almost any bonus idea can be applied to the operation of motor trucks, once the warehouse owner has established a satisfactory unit for gaging performance. The idea of the bonus plan is to

overcome the lack of interest and loyalty which is such a common complaint against the truck drivers. They fail to keep the truck in good condition and to exert their best efforts simply because it makes no difference to them. The average driver does not have the initiative or foresight to take interest in his work and the bonus plan has proved to be a practical, workable method of offering a cash incentive which will force the point to the advantage of both the owner and the driver.

## Model State Highway Transport Law Is Suggested for Furniture Warehousemen

**A** MODEL State legislative measure for regulation of motor highway transport on a basis favorable to the storage industry was approved in principle at the Houston convention by the National Furniture Warehousemen's Association.

The measure will be considered by the directors and, if it receives the board's approval, will be presented to the Uniform State Laws Commission, with a request that the Commission back it for enactment in the various States.

Another important step which the N. F. W. A. took with regard to the motor truck situation was the adoption of a motion that the regional zone committees endeavor to organize, between now and the Summer convention, regional companies, with which furniture storage firms would be identified, for long distance moving of household goods by motor vehicle.

The proposed bill was presented by W. Lee Cotter, Mansfield, Ohio, head of the Cotter chain of warehouses in that State, on behalf of a special committee, of which he is chairman. Specifically it is a measure—

"To provide for the supervision and regulation of the transportation of persons and property for compensation over public highways in motor propelled vehicles, defining motor transportation companies and providing for the enforcement of the provisions of this Act and for the punishment of violators thereof."

Under this bill freight and passenger motor carriers would be placed under the supervision of State Public Utilities Commissions.

#### The Underlying Thought

"In every industry the pioneer has been protected," Mr. Cotter told the delegates, and it was with this thought in mind that he urged the N. F. W. A. to take the initiative, in cooperation with the American Electric Railway Association, to have motor transport operators placed under State regulation under a uniform law

which would protect their interests equitably in all parts of the country. According to the Cotter committee the bill contains the best features of the present Ohio and Michigan regulatory statutes and none of the defects.

#### "Specialized Service"

In the opinion of the committee the public storage industry is confronted with Interstate Commerce Commission regulation of motor highway transport, and one purpose of the bill is to give this industry "proper definition," preferably under a uniform State law which would recognize that the industry gives "specialized service." The industry has no disposition, it was brought out, to avoid its fair share of highway taxes, but in return desires protection.

Under the suggested measure—which was prepared largely by E. J. Shover, Columbus, secretary of the Ohio Association of Commercial Haulers, in cooperation with the Cotter committee—each State Public Utilities Commission would be empowered:

To supervise and regulate motor transport companies. To fix, alter and regulate rates. To regulate the service and safety of vehicles. To establish routes. To require annual filings of reports and other data. To provide uniform accounting systems. To prescribe rules and regulations. To require operators to obtain certificates of public convenience and necessity and to file tariffs and also to file affidavits regarding routes to be operated, and to pay taxes toward maintenance and repairs of highways, and to be insured. There are other kindred features in the bill, which contains twenty-nine sections.

In presenting the bill, Mr. Cotter deplored the "indifference of our members and van operators" in seeking to avoid legislation. The industry is confronted with several types of such control, he said, including those dealing with weight, speed and police, and will be asked to pay its share of highway upkeep. The

committee had established harmonious contact with the electric railway interests, he pointed out, and had, at the direction of the N. F. W. A. executive committee, engaged Mr. Shover, one of the country's best informed men on the subject of motor highway transport, to prepare the bill. The measure, he declared, would serve as a good guide for N. F. W. A. members in working with Legislatures.

On motion by Thomas J. Skellet, president of the Skellet Company, Minneapolis, the recommendations of the Cotter committee were endorsed. After the bill goes to the association's executive committee and then to the directors, it will, if finally approved, be printed and distributed to the members and then presented to the Uniform State Laws Commission.

#### Long Distance Hauling

The question of organizing a corporation for long distance hauling was brought up in the report submitted by the committee on inter-city removals, of which Harry C. Schroeder, president of the Hogan Transfer & Storage Co., Indianapolis, is chairman. He said that investigation had shown him that—

"While there is a wide diversity of opinion about the possibilities of, the methods of, the economy of, the advisability of linking inter-city removals directly or indirectly with furniture warehousing as a constructive and necessary element, the profit in the business of inter-city removals by highway, this diversity of opinion is not in the general principle, but in the technic of the question at issue."

The Schroeder report gave its support to the association fostering and developing inter-city removals "for a consistent distance of highway." It declared that "the service must be so individualized and specialized that legislation and regulation will recognize it and regulate it as a distinct and special class." It urged the establishment of "properly laid



out territories" on the ground that "physical, climatic, highway and demand conditions" of such territories "would aid greatly in adopting uniformity of rates and methods," and "because of associated effort upon the part of operators in adjoining States, uniform regulation and legislation could be more easily secured." The report made this recommendation:

**Inter-City Hauling Endorsed**

"That the National Furniture Warehousemen's Association begin at once the development of a cooperative plan of handling inter-city removals within a fixed territory, and that the association also begin at once the organization of a separate corporation as a transportation unit in a definite fixed territory as experimental efforts to solve this all-

absorbing problem of inter-city removals."

The Schroeder report called attention to the fact that the Chamber of Commerce of the United States will ask Congress to enact legislation which would give the Interstate Commerce Commission the same jurisdiction over highway transport that it now has over the rail carriers. The I. C. C. then would establish some rules of Federal control which would constitute a foundation on which the State utilities bodies would in turn control highway transport on a common carrier basis.

"We have but a short time left to establish uniformity of rates for this service, which will insure us the safety in profit margins to which we are entitled and which, up to the present time, no

outside influence has denied us," the report said. "If we, after all our experience in cost accounting, are not ready to adopt an equitable and uniform standard of rates, can any railway Commission, public utility or public service Commission help us in our dilemma?"

**To Report in Summer**

The committee accordingly recommended that a uniform method of rate-making be adopted, and that uniformity of rates be established in connection with highway transport.

Following the reading the Schroeder report, the association voted to organize regional companies for experimental purposes, the regional committees to submit reports at the annual convention in July.

## WITH THE ASSOCIATIONS

Officers and Committee Chairmen of Trade Organizations of the  
Warehouse Industry Are Invited to Contribute News to This Department

### *Cost Finding Association Urges More Liberal Attitude Toward Trade Body Activities*

THE National Association of Cost Accountants, by means of a resolution adopted by its board of directors and copies of which have been sent to the President of the United States and to the members of both Houses of Congress, has taken a definite stand in favor of a revision of the Sherman Anti-Trust Act and subsequent legislation, insofar as it affects the activities of trade associations in exchanging among their members statistics and trade information.

The cost association has been making an intensive study of the trend of recent Court decisions and administrative interpretations as affecting trade association activities, and this resolution is the result of this study. Secretary McLeod at the national headquarters of the association, 130 West Forty-second Street, New York City, said:

"It is generally admitted that the so-called anti-trust legislation has by judicial interpretation been extended far beyond the field which it was originally intended to cover. Recently there has been an apparent tendency on the part of the Courts to apply the law in such

a way as to work a rather severe restriction on those activities of the trade associations which have to do with the exchange of trade information and statistics. If this interpretation is a true interpretation of the intent of the Sherman Act and subsequent legislation, it will result in defeating the end—or at least one of the ends—for which the legislation was originally designed, because it will make it impossible for the small manufacturer and the small business man to secure information which he can now secure through his trade association, but which he cannot afford to gather for himself, while his wealthier and stronger competitor can afford to maintain an independent statistical bureau for his own service. Even a careful observation of the real facts of the situation will indicate that the exchange of trade information in good faith is an aid to intelligent competition and does not interfere with the free development of competitive business.

**Restriction Not Justified**

"There have undoubtedly been some injurious price-fixing combinations devel-

oped under the guise of trade associations, but it is just as reasonable to restrict the useful and constructive activities of the trade associations because a small number have been unwisely conducted as it would be to prohibit all social organizations because a few have been used as a cloak for gambling or some other illegal activity. The injustice of such a position is obvious."

The text of the resolution says that the cost association "is of the opinion that the public interest would be served and encouragement given to American industrial activities, which are sound economically and most valuable for social welfare, by such revision of the Federal laws as may be necessary to permit the compilation, tabulation and exchange of trade information under such public regulations as may be necessary to safeguard public welfare."

The resolution is sent to President Coolidge, the Commerce and Justice Departments and to both Houses of Congress, "with the request that earnest thought be given to the pressing need for relief along the lines indicated in this resolution."

## New York Furniture Warehousemen's Assoc.

### A Source of Revenue

THAT the selling of more excess valuation to customers is "a cogent field for new revenue" for the household goods storage company, was the opinion expressed by Ernest H. Milligan, chairman of the insurance committee of the New York Furniture Warehousemen's Association, at that organization's February meeting, held at the Aldine Club, New York City, on Feb. 11.

Ensuing discussion led to a vote, on motion by William T. Bostwick, secretary, that the president, William R. Wood, appoint a special committee to work out some uniformity with respect to charges for excess valuation.

Mr. Milligan, in his report on behalf of the insurance committee, said he had talked with warehousemen from various parts of the country at the Houston convention of the National Furniture Warehousemen's Association and found that many of them were stressing and selling excess valuation more than ever before.

Mr. Bostwick said that the great discrepancies in the rates which New York warehousemen were charging—ranging from 10 to 50 cents—were responsible for the fact that the companies were not getting more revenue from this source. In many houses the rates were too high at the present time, and he expressed opinion that if an average uniform rate, possibly 25 cents, could be arrived at, the companies could increase this business and make profit from it.

### Proposed Law

William A. Meikleham, chairman of the legislative committee, reported that a bill had been introduced at Albany as follows:

"To amend Sect. 282-b of the Highway Law requiring the bonding of taxicabs only, and requiring the filing of indemnity bonds or insurance policies by the owners of vehicles driven by horse or motor power on the public highways. Each vehicle must be bonded for \$2,500 to cover liability for death or injury to persons or property caused in the operation or the defective construction of such vehicles."

Opinion was expressed by some of the members that the bill was a good one, and no action opposing it was taken by the association.

Letters were read from President Coolidge's secretary and Secretary Mellon thanking the association for its action, taken at a recent meeting, in support of the Mellon tax plan.

President Wood announced an innovation in connection with committee appointments. Each committee this year is to have a vice-chairman as well as a chairman. Also the cost accounting and uniform methods committee has been separated into two units.

O'Brien's Fireproof Storage Co., New

Rochelle, N. Y., was elected to membership. The North Side Storage Warehouse Co., Manhattan, resigned because of becoming a subsidiary of Lee Brothers, Inc., already a member; and T. M. Stewart, Manhattan, resigned because of discontinuing the household goods branch of the business.

## Pennsylvania State Warehousemen's Association

### New State Body

ANOTHER State organization entered the field of trade association activities when representatives of twenty-two merchandise and cold storage companies in Pennsylvania met in Philadelphia on Feb. 14 and organized the Pennsylvania State Warehousemen's Association.

The new body had its inception during the joint convention of the American Warehousemen's Association, National Furniture Warehousemen's Association and Central Warehousemen's Club at Houston in January. After a plea had been voiced at the Houston convention by Wilson V. Little, president of the Illinois Association of Warehousemen, that State organizations be formed in States not now having them, a conference of Pennsylvania warehousemen was held, attended by Philip Godley, proprietor of Godley's Storage Warehouses, Philadelphia; Harvey C. Miller of the Merchants Warehouse Co., Philadelphia; John B. S. Rex, president of Rex & Co., Inc.; James Gallagher, president of Gallagher's Warehouses, Philadelphia; Robert L. Spencer, Pittsburgh, superintendent of the Pennsylvania System of Warehouses, and Charles L. Criss, Pittsburgh, general secretary of the A. W. A.

Mr. Godley was chosen president, Mr. Rex vice-president and Mr. Spencer secretary of the provisional body which was formed. Mr. Spencer then issued a call to the merchandise and cold storage houses to send representatives to the Feb. 14 conference as the guests of Mr. Miller at a luncheon at the Union League Club. At the February gathering the provisional officers were formally elected, and the work of organizing a permanent association was completed. The next meeting will be held in Pittsburgh on April 10, when the members will be the guests of H. A. Bietenduefel, superintendent of the Duquesne Warehouse Co. of that city.

### State Control Opposed

At the Philadelphia meeting Mr. Miller opened proceedings by stressing the value of association activities, declaring that four things combined to build an industry—organization, cooperation, inspiration and perspiration.

The first action taken by the new body was a vote to oppose any movement looking toward public utilities control. Mr. Godley outlined what took place in this connection at the Houston convention and urged against any plan to bring the

Pennsylvania houses under State regulation. Discussion developed that a bill to that end was introduced at the recent session of the Legislature but had made no headway. A committee on legislation and public relations was created, and this committee will fight any such bill in the future, and also will work with the A. W. A. in matters affecting legislation.

Various other committees were appointed, including one to prepare a constitution and by-laws. Mr. Spencer stated that at present thirty-one warehouses had indicated their intention to join the new association.

## Massachusetts Warehousemen's Association

### Annual Meeting

THE nominating committee of the Massachusetts Warehousemen's Association recommended at the organization's annual meeting, held at the Exchange Club on Jan. 17, that, inasmuch as the association had never been more successful than it was during 1923, it would be a fitting tribute to the officers and executive committee members to reelect them all. Accordingly such action was taken and the administration for 1924 comprises the following:

### Lovejoy President

President, George S. Lovejoy, manager general storage department Quincy Market Cold Storage & Warehouse Co., Boston.

Vice-president, Gardner Poole, president Commonwealth Ice & Cold Storage Co., Boston.

Secretary, Anson M. Titus, cost accountant Quincy Market Company.

Treasurer, Tarrant P. King, secretary Northern Avenue Stores & Dock Corp., Boston.

Executive committee, the foregoing and William B. Mason, vice-president Merchants Cold Storage & Warehouse Co., Providence, R. I.; Clarence R. O'Brien, treasurer New Bedford Storage Warehouse Co., New Bedford; Samuel G. Spear, treasurer Terminal Wharf & Railroad Warehouse Co., Boston, and Stephen H. Whidden, secretary Boston Storage Warehouse Co., Boston.

Prior to the meeting a banquet was held at which ideas and fellowship were exchanged and annual reports were read.

Proper identification of teamsters and truckmen when delivering goods was discussed. Odin C. Mackay, chairman of the committee appointed to confer with teaming officials, reported that his conferences convinced him that identification for delivery by means of badges was impracticable. He expressed the opinion that a written order properly signed should be presented at the time of each individual delivery. It was voted to give the committee further time to formulate plans for carrying out this work.

S. G. Spear introduced the subject of



ridding warehouses of rats and mice. Many of the members related their experiences trying to do this work. The one great drawback was the danger from fire and no one could give any definite method which would prove absolutely safe and not transgress the fire and insurance laws.

## Ohio Warehousemen's Association

### Yearly Gathering

THE Ohio Warehousemen's Association held its annual convention at the Deshler Hotel, Columbus, on Jan. 15, with an attendance of nearly fifty, and elected officers as follows:

President, W. Lee Cotter, Mansfield, head of the Cotter chain of warehouses in Ohio.

Vice-President, F. C. Hackett, operating manager of the W. Lee Cotter Warehouse Co., Toledo.

Secretary, Harry Foster, treasurer B. & O. Fifth Street Warehouse, Cincinnati. Treasurer, W. C. Kissick, Toledo.

One of the features of the meeting was a talk by William E. Hague, president of the Merchandise Storage Co., Columbus, on "New Methods of Distribution of Merchandise."

The Freeman-Collister law, regulating commercial vehicles, was discussed but no action was taken.

A round-table discussion as to the value of advertising in the industry's business paper, *Distribution & Warehousing*, developed opinion that such advertising was profitable, and the publication was indorsed as the best medium for the storage industry in the United States.

At a banquet on the evening prior to the holding of the convention the speakers included Thurman "Dusty" Miller of the *Wilmington Daily News-Journal*. —J. W. Lehman.

## Toronto Cartage & Warehousemen's Association

### Election of Officers

AT the eighth annual meeting of the Toronto Cartage & Warehousemen's Association officers and executive committee members were elected as follows:

President, J. R. Jefferies, Active Cartage Co.

Vice-president, J. H. Warren, vice-president M. Rawlinson, Ltd.

Secretary-treasurer, G. E. Pattison, head of the Pattison Company.

Executive committee, the officers and F. A. Magee, secretary City Storage, Ltd.; W. H. Fenwick, W. H. Fenwick Cartage; W. Pickard, vice-president W. J. Pickard, Ltd.; W. J. Pickard, president the Pickard company; P. G. Heyward,

head of the Heyward Company, and E. Palmer, Riverdale Cartage.

Twenty-two men representing sixteen companies attended the meeting and the banquet which followed. J. H. Warren, presiding in the absence of the retiring president, W. J. Pickard, who was in Florida, reviewed the year's activities and cited the change in the cartage tariff law as the most important accomplishment; the change enables the members to charge return time on all furniture removal jobs.

Mr. Warren indicated that at the next meeting of the Legislature the association would again join with the merchandise warehousemen in attempting to have enacted a lien law designed to give a storage company a lien on goods for storage and other charges against them and to outline the conditions under which the goods may be sold for the payment of the charges. Virtually the same law is on the statute books of some of the western Provinces, Mr. Warren pointed out.

The association's by-laws were amended to provide for six meetings yearly—in February, March, May, September, October and December.

### Willard Eldredge



Reelected president New Jersey Furniture W. A.

## New Jersey Furniture Warehousemen's Assn.

### Election of Officers

THE New Jersey Furniture Warehousemen's Association at its annual meeting in Newark in January elected officers and directors for 1924 as follows:

President, Willard Eldredge, president Eldredge Express & Storage Warehouse Co., Atlantic City.

First vice-president, George Sebold, vice-president Weimar Storage & Trucking Co., Inc., Elizabeth.

Second vice-president, Frederick Petry, Jr., president Petry Express & Storage Co., Trenton.

Secretary, Frank J. Summers, Model Storage Warehouses, Inc., Newark.

Treasurer, Griswold B. Holman, secretary Geo. B. Holman & Co., Inc., Rutherford.

With the exception of Mr. Petry these were all reelections.

The following directors were elected: James E. Mulligan, secretary Knickerbocker Storage Warehouse Co., Newark; Norman M. Hotchkiss, president Summit Express Co., Inc., Summit; William T. Bostwick, president Thomas J. Stewart Co., Jersey City; Leslie W. Bell, president Bell Storage Co., Camden; Daniel Ruder, president Daniel Ruder, Inc., Newark; Richard Coyne, Jr., proprietor Richard Coyne Storage Warehouses, East Orange; and Peter J. Christie, manager Safety Storage Co., Paterson.

## Van Owners' Assoc. of Greater New York

### Officers Elected

AT the annual meeting of the Van Owners' Association of Greater New York, with which many warehousemen of the Metropolitan district are identified, officers and directors were elected as follows:

President, J. H. Coughlin, manager, Lee Brothers, Inc., Manhattan.

First vice-president, John F. Ulrich, president, Carman Fire-Proof Storage Warehouse, Inc., Manhattan.

Second vice-president, William T. Bostwick, president, Thomas J. Stewart Co., Manhattan.

Secretary, Edward J. Sullivan.

Treasurer, William Eisen, president, L. Fink & Son Aetna Storage Warehouses, Inc., Brooklyn.

Directors, Charles S. Morris, president, Metropolitan Fireproof Warehouse Corp., Manhattan; Grant Wayne, manager, West End Storage Warehouse, Manhattan; A. J. Morgan, Morgan & Brother, Manhattan; Otto J. Kraus, Tiffany Storage Warehouses, Manhattan; C. J. Fyans, manager, T. J. O'Reilly Storage Warehouse Co., Manhattan; William R. Wood, secretary, Liberty Storage & Warehouse Co., Manhattan, and James McGuire, James McGuire, Inc., Manhattan.

## Texas Motor Truck and Team Owners' Assoc.

### New Organization

WITH a public storage executive as its first president and with other warehousemen among its members, the Texas Motor Truck & Team Owners' Association has been organized and aims



to have a roll of 20,000 members throughout the State by Jan. 1, 1926. The purposes of the body are as follows:

"To protect and safeguard the interests of its members; to diffuse accurate and reliable information regarding their business; to cooperate with the several agencies of the State in the upbuilding of a better highway system; to aid, help and protect its members in the development of their business and in their proper and rightful uses of the highway; and to encourage the enforcement of just and regulatory laws that will help stimulate the industry and bring about more favorable opinion with reference to motor transportation."

The president of the association is E. D. Balcom, president of the Dallas Transfer Co., Dallas. The secretary is W. W. Hubbard, 222 Slaughter Building, Dallas.

### Pennsylvania Furniture Warehousemen's Assoc.

#### Removals Plan Indorsed

THE outstanding feature of the seventh annual meeting of the Pennsylvania Furniture Warehousemen's Association, held in the Hotel Lorraine, Philadelphia, on Lincoln's Birthday, was the adoption of the "Philadelphia District Rate Basis" of charging by the hour for removals. This plan, as opposed to the contract or flat rate charge now prevalent in the Quaker City, was outlined by Walter E. Sweeting as chairman of a special committee appointed to investigate the situation.

There was only one dissenting voice, the sole objection being on the ground that the plan might not prove practical to hold the membership to an ironclad agreement.

All the officers were reelected, as follows:

President, William H. Protzman, secretary Twentieth Century Storage Warehouse Co., Philadelphia.

Vice-President, Frederic E. Aaron, proprietor Powelton Storage House, Philadelphia.

Secretary and Treasurer, Charles G. Wightman, vice-president Atlas Storage Warehouse Co., Philadelphia.

Directors elected for two-year term are LeRoy K. Smith, owner Globe Storage, Philadelphia; George A. Emig, secretary Atlas company; and R. J. McDevitt, associate proprietor Federal Storage Warehouses.

President Protzman opened the meeting with eighty delegates and guests present. The first speaker was Dr. E. J. Cattell, field secretary for the local Chamber of Commerce, who knew Lincoln personally. Dr. Cattell applied to the present day the lessons drawn from the martyred President's Americanism.

In his annual report Mr. Protzman reviewed the year's activities, a feature of which was a 50 per cent increase in

attendance at monthly meetings. He cited 1923 as one of the most successful the industry had experienced. He urged that the secretary-treasurer's office be split in two, and the election of a second vice-president resident outside of Philadelphia.

Mr. Wightman in his report as secretary said there were fifty members, twenty-seven being in Philadelphia. Mr. Aaron, for the arbitration committee, reported "peace and happiness" between employer and employee. Robert Wallace, for the legislative, told of the defeat of various proposed State bills inimical to the industry and of successful efforts to incorporate compromise clauses into other measures. He urged the members to support political candidates friendly to motor truck interests. A report read on behalf of the labor committee, Buell G. Miller, chairman, predicted an easy labor market at least until Spring and stressed the desirability of educating men as packers.

J. P. Carson, Philadelphia general agent for the Trans-Continental Freight Co., reporting as chairman of the transportation committee, said in part:

"Very few changes have been made in the packing conditions during the past year. The tendency, however, is for receiving clerks and freight agents to insist that shippers comply fully with the present packing requirements as laid down in the Classification. A few cases have been brought to the attention of the association where the agents were lax in observing the packing conditions, but in each instance these matters have been called to the attention of the division or general freight agent of the road at fault.

"Good packing prevents claims and, from the brand of packing that we have observed during the past year, I believe that the association members deserve much credit, as there seems to be a tendency toward uniformity.

"If they fail to get the bill of lading before they deliver the goods, you can hold the railroad or express company for the amount of your draft, just the same as when you make a house-to-house moving and you order your driver to collect before he takes it all off the truck.

"Here is a matter that has come up various times in the past and will continue to crop up in the future:

"A warehouseman has a shipment of household goods for Biltmore, N. C. He secures in writing a quotation from the railroad company. He then adds the amount of his storage, packing, hauling and freight charges and collects the amount from the owner. The shipment goes forward, all charges paid, apparently the transaction completed. A year later he receives advice from the railroad company that they have made an undercharge in the freight rate of 25 cents per 100 pounds and request a check to cover.

"The law states that the carrier must collect the correct published tariff rate, but the shipper can sue the carrier who quoted the erroneous rate and they can

be fined \$250, which amount goes not to the injured party, but to the United States Government.

"Trucks are now being used by the railroads for transporting freight between local points. According to published reports, they are being adopted by a number of large railroads.

"We, as an association, are one of the links of the transportation system of the United States. As furniture warehousemen we are daily called upon to act as shippers of goods. We would be very much peeved if we had a shipment for, say, Buffalo, and we went to the Reading company to arrange with them for the transportation of the goods and they informed us that they could only quote us a rate and allow the car to run as far as Bethlehem and that we would have to make arrangements with the next carrier beyond there to Buffalo, or as near Buffalo as the next carrier's rail ran.

"Consolidation of rail carriers has resulted in ability to quote through rates to the remotest parts of the United States and other points outside the States when for rail carriage—for they do not stop at rate-quoting at the end of their rails—or to the farthest point to which they publish rates in their own individual tariffs; but they take their tariff rate to the junction with the beyond road and, combining these two or three rates, are enabled to quote through to destination.

"The motor trucking industry is in the same stage of undevelopment in this respect as the railroads were forty years ago.

"And if it is true that movement of household goods by motor truck within a radius of, say, one hundred, two, three, four, five, or six hundred miles is the most economical and safe method of transportation, and can be made a paying proposition to the transporter, is it not possible and probable that within the next few years we may see the formation of combinations that will work out for the motor truck industry something similar to the conditions we have on the steam roads?"

#### The Sweeting Plan

Reporting as chairman of the special committee which investigated the removals situation, Mr. Sweeting reviewed the present practices of Philadelphia's warehousemen and told of various plans in operation in other cities.

Having studied "the evils existing in the Philadelphia territory" and the methods in use elsewhere, he said, the committee had concluded that the following principles should govern any plan adopted by the Pennsylvania body:

"1. The system must be equitable, both to the public and to the van operators.

"2. It must provide for furnishing a contract price for that part of the work over which the van operator has control.

"3. It must provide for payment by the hour by the customer for use of van during that part of the work over which the customer has control.

"4. It must provide a basis—not rate—of minimum charge, leaving the question of maximum charge to the individual van operator.

"5. It must provide for a uniform basis of establishing rates, so that two or more operators who may have adopted the same rate-basis, quoting on such rate-basis, will quote the same charge for the same service."

#### Plan Is Explained

Mr. Sweeting continued:

"Working under these principles, your committee herewith submits and recommends, with a view to its adoption, a system which it terms 'The Philadelphia District Rate Basis.' In detail, it is as follows:

"1. The city and suburbs to an agreed distance from City Hall, shall be divided into districts of approximately equal size.

"2. There shall be developed a basis for the making, by individual members, of flat rates to cover the movement of vans of varying capacities from any point in any one district to any point in every other district. These rates shall represent a charge for each size van, respectively, based upon a satisfactory mileage rate, times the miles traveled from the center of any district to the center of every other district, plus an amount to represent the mileage from and to warehouses of average distances.

"3. There shall be established a basis for the making by individual members of equitable hourly rate charges for vans of varying capacities, the rates as worked out according to the basis adopted to be charged for the time consumed by a van in loading and in unloading.

"The above, simple as it may seem, constitutes the whole of 'The Philadelphia District Rate Basis,' as recommended by your committee. In order properly and satisfactorily to put it into operation, however, we feel there are certain other things necessary and these we outline:

"1. If the association approves the adoption of this plan, such approval should carry with it a condition that it is to be put into operation on a date determined by the board of directors, but not exceeding one month after there shall be secured the written agreement by the owners of a given percentage of the vans operated by members of this association in Philadelphia.

"Your committee recommends that this percentage should be eighty.

#### Would Map the City

"2. Maps showing districts and schedules showing rate-bases from each district to every other district should be prepared and distributed to members.

"3. A form of van order to be supplied to members for their guidance in modifying their present van orders should be prepared so as to make the application of the system and its use by van foremen and drivers as easy as possible.

"4. A booklet or folder should be pre-

pared to be issued in the name of the association, outlining the plan as adopted, setting forth the reasons for its adoption and the advantages to both the public and the warehousemen to be secured by its use. Such folders would not carry the name of the individual warehousemen. By being issued in the name of the association and distributed to prospective customers, the explanation of the methods of charging would make it easier to close contracts.

"The adoption of 'The Philadelphia District Rate Basis' will not eliminate estimating, but will reduce it. As soon as the public learns that the rate-basis is substantially uniform among all first-class storage and moving companies, it will be realized that it is useless to ask for half a dozen bids, inasmuch as the fact that costs are approximately uniform undoubtedly will lead to adoption of substantially uniform rates.

"The booking of an order will become one of salesmanship and individual preference, based upon the opinion of the customer as to the ability and standing of the van operator.

"Estimators will call by invitation to answer inquiries, to estimate the number of vans and loads required, to outline the preliminary packing necessary and for other reasons, but not to submit flat prices.

"There are no definite figures known to your committee as to the average cost of supplying an estimate, but it is our belief that, taken throughout the year, this cost will not be less than \$1.50 per estimate, including the salary of the estimator, cost of operating estimator's car, stenographic, stationery and postage costs.

#### Benefits Summarized

"If 'The Philadelphia District Rate Basis' reduces the number of estimates 50 per cent, the saving to the smallest company in the association will be several hundreds dollars a year on this item alone.

"It appears to your committee that it cannot do better in closing than to summarize the benefits which may be looked for as a direct result of the adoption of 'The Philadelphia District Rate Basis.'

"1. It will cause the customer to pay for and the van operator to be paid exactly the amount of the service furnished; no more, no less.

"2. It will eliminate loss to van operators and excess moving costs to conscientious customers.

"3. It will reduce the number of estimates and consequently the cost of estimating, which will result in a direct saving to van operators and, through such, reduction in costs, and ultimately will redound to the advantage of the public through decreased moving charges.

"4. It will encourage and increase the business of packing for removal, by demonstrating to the public the saving in moving costs made possible by a complete preparation of goods for removal.

"5. It will make it easier to close orders, as the public will soon learn that

every reputable company operates on the standard basis and that it is useless to go shopping around from firm to firm in the hope of saving a few dollars.

"6. It will raise the business of moving and its allied branches of storage and packing to a higher plane, by placing competition on a basis of service, rather than of price."

Men who took a leading part in the ensuing discussion included a number of out-of-town storage executives—Charles S. Morris, past president of the National and New York associations; William R. Wood, president of the New York association; and Willard Eldredge, president of the New Jersey association. After the decisive vote of approval the Sweeting committee was instructed to report at the next meeting after considering such points as zoning distance, time and charge per zone, size of vans, and number of men for each van.

In the evening upwards of 150 men—members and guests—attended a banquet and a vaudeville entertainment on the Lorraine roof.—K. H. Lansing.

### Colorado Transfer and Warehousemen's Assoc.

#### Yearly Meeting March 14-15

THE second annual convention of the Colorado Transfer and Warehousemen's Association will be held at Boulder on March 14 and 15.

"There is every indication," says a notice sent to the members on Feb. 20 by the association's secretary-treasurer, E. G. May, Colorado Springs, "that at the next sessions of the State Legislature there will be presented two or three bills which will have a very important bearing on our industry. To meet such issues properly it is essential that we have a strong, well organized State association. To that end you are urged to be prepared to present to your membership committee the names of men engaged in our industry whom you would consider suitable association material."

### Grand Rapids Transfer and Storagemen's Association

#### Election of Officers

THE Transfer & Storagemen's Association of Grand Rapids, Mich., held a meeting on Feb. 20 and elected the following officers:

President — William Meyer, Meyer Transfer Co.

First vice-president — Louis Stonehouse, Stonehouse Carting Co.

Second vice-president — Andrew DeGroot, DeGroot Transfer Co.

Secretary-treasurer — E. M. Radcliffe, owner Radcliffe Storage Co.



This is Mr. Radcliffe's twentieth consecutive term in this office.

The annual meeting and dinner will be held at the Wayside Inn, near Kalamazoo, on March 11, speakers to include E. F. Raseman, treasurer of the National Storage Co., Kalamazoo; Garrett Van Eck, manager of the Kalamazoo Storage & Transfer Co.; H. H. Hardy, secretary of the Fireproof Storage & Transfer Co., Lansing; and F. D. Campau, general counsel of the National Distributors' Association and general counsel of the Furniture Manufacturers' Association, Grand Rapids.

### Pacific Coast Furniture Warehousemen's Ass'n

#### Yearly Meeting

THE ninth annual convention of the Pacific Coast Furniture Warehousemen's Association was held at the Hotel Whitecotton, Berkeley, Cal., Feb. 22-24 and brought out almost 100 per cent attendance, with nearly 100 men representing ninety-two member firms from Seattle to San Diego in their seats when the president, John R. Driver, called the meeting to order.

Cooperation and uniform methods of giving better service to the public were the chief subjects discussed by the dozen speakers. Decision was made to rewrite the constitution and by-laws to meet the needs of increasing membership. A gain of sixteen members during the past year was reported. Officers and directors were elected as follows:

President, W. G. Dickinson, president Lambert Transfer & Storage Co., Seattle.

Vice-president, A. J. Gatter, warehouse manager Birch-Smith Furniture Co., Los Angeles.

Secretary (reelected) Rodney S. Sprigg, manager Premier Fireproof Storage Co., Los Angeles.

Treasurer (reelected), Grant Orth, owner Orth Van & Storage, Pasadena, Cal.

Regional vice-presidents: J. R. Zimmerman, secretary City Transfer & Storage Co., Long Beach; Charles W. Olson, president C. M. Olson Transfer & Storage Co., Portland, Ore.; Reed J. Bekins, manager Bekins Van & Storage Co., San Francisco; Homer N. Duffy, president Santa Barbara Transfer Co., Santa Barbara, Cal.; E. B. Gould, secretary Pioneer Warehouse Co., San Diego, Cal., and Fred C. Warren, president Capital Van & Storage Co., Sacramento, Cal.

Directors: Henry M. Bergeson, manager Wilshire Fireproof Storage Co., Los Angeles; John R. Driver, secretary Students Transfer & Storage Co., Berkeley, Cal.; Milo W. Bekins, general manager Bekins Van & Storage Co., Los Angeles; R. E. Petrie, manager Miller's Transfer & Storage Co., Pasadena, Cal.; F. L. Allen, president California Fireproof Storage Co., Los Angeles; E. C. Lyon, president Lyon Fireproof Warehouse, Oakland, and A. J. Becker, president

Brogden-Becker Storage Co., San Francisco. —H. H. Dunn.

[Editorial note: Foregoing account of P. C. F. W. A. convention was telegraphed to *Distribution & Warehousing* by Mr. Dunn, who will have a more detailed story of the meeting in the April issue.]

### Maryland Furniture Warehousemen's Assn.

#### Yearly Meeting

THE annual convention of the Maryland Furniture Warehousemen's Association took place in Baltimore early in February and officers were reelected for 1924 as follows:

President, George D. Magruder, president The Graham's Storage Warehouse Co. of Baltimore City.

Vice-president, L. A. Naylor, president

#### George D. Magruder



Reelected president Maryland F. W. A.

Monumental Storage & Carpet Cleaning Co., Baltimore.

Secretary and treasurer, C. J. Hamilton, vice-president Security Storage & Trust Co., Baltimore.

On the evening of Feb. 13 the association held its banquet, at the Hotel Renkert, Baltimore, with out-of-town warehousemen in attendance from Washington, Camden, Wilmington, Philadelphia, New York, Newark, Atlantic City and other cities. President Magruder presided and a talk on the value of association activities was made by Charles S. Morris, past president of the National and New York associations. A vaudeville show in the banquet room wound up the evening.

#### Burke Heads Local Chamber

B. L. Burke, president of the Rock Island Transfer & Storage Co., Rock Island, Ill., has been elected president of the Rock Island Chamber of Commerce. He has served as a director of the organization and has been active in the promotion of civic enterprises.

### TEXANS ENTERTAINED CONVENTION DELEGATES

On the night of Jan. 24 the three associations held a joint banquet at the Rice Hotel. The speakers included C. S. E. Holland, president of Houston's Chamber of Commerce; W. W. Morse, Minneapolis, retiring president of the A. W. A.; George Hamley, Minneapolis, retiring president of the C. W. C.; F. L. Bateman, Chicago, president of the N. F. W. A.; and Capt. Irving O'Hay, veteran of wars in many parts of the world and on whose experiences Richard Harding Davis built one of the characters in his "Soldiers of Fortune."

Mr. Morse was presented with a set of diamond dress buttons and cuff links set in platinum—a tribute from A. W. A. members at the close of his three years in the presidency.

Throughout the convention various forms of entertainment— theater and shopping parties, sightseeing tours, bridge games, golf, dancing, etc.—were provided by the Texas Warehouse and Transfermen's Association and the Houston Transfer and Storage Men's Association cooperating. Benj. S. Hurwitz, president of the Westheimer Warehouse Co., Houston, was in charge of the general reception committee, and Mrs. F. E. Scobey, wife of the president of the Scobey Fireproof Storage Co., San Antonio, was chairman of the ladies' committee.

An evening session was held on Friday night in order to terminate the convention so that the delegates could spend part of Saturday sightseeing Galveston. (A group photograph of the Galveston party will be found on page 22.)

#### On to Mexico

On Saturday evening many of the delegates went by train to the Mexican border. At Brownsville, Tex., and Matamoros, Mexico, they were entertained, as guests of the Texas association, throughout Sunday. They were guests at a Chamber of Commerce dinner in Brownsville, and in Matamoros witnessed such sights as a bull fight.

Many of the delegates went to New Orleans to attend a meeting of the New Orleans Warehousemen's Bureau of Information on Jan. 26. After a tour of city and harbor a small convention in itself was held at New Orleans, several score of out-of-town storage executives attending.

From Houston or from New Orleans some of the delegates went on to Florida or Cuba for recreation.

Officials of the M. K. T. railroad informed George A. Rhame, Minneapolis, secretary of the C. W. C., that the convention was the largest one ever handled over its tracks, and the road has been operating fifty years.

#### New Sioux City Company

The State of Iowa has granted a charter to the Sanford Warehouse Co., Sioux City, with capital stock of \$20,000. Arthur Sanford is president and Edward E. Naron is secretary-treasurer.



# TWO BITS

Vol. IV. No. 9

*A Bit Here, A Bit There*

Gotham, March, 1924

## Our Moth Department

OUR suggestion in last Dec.'s *Two Bits* that maybe moth prevention could be effected if all moths were equipped with roller skates so that they could not obtain firm holds on grease spots, was not taken seriously throughout the storagers' industry, so far as we can learn. To our immense astonishment it was not discussed at the Houston convention. While we are averse to being classed among the "younger radicals," we still believe the idea to be a somewhat excellent one & are planning to submit it to the U. S. Dept. of Agriculture, although it is hard to say whether anything will be done about it during a Presidential campaign year.

Meanwhile Mr. Thomas Rott, claiming to be a storager in Birmingham, Ala., writes *Two Bits* that he calculates that our roller skate theory is somewhat expensive, & he offers a rival suggestion. We still think that our own idea is the better one, but we are broad-minded enough, unselfish enough, to want to aid the industry to solve the moth problem, & if Mr. Thomas Rott's plan is considered better than ours, we are only too glad to relinquish prospects of high honor & permit Mr. Thomas Rott to acquire unquenchable fame. Mr. Thomas Rott's communication reads to wit:

"Editor, *Two Bits*, Gotham. Esteemed Sir: The writer is very much interested in your timely discourse on moth eradication. Your article in the Dec. issue of *Two Bits* clearly indicates that you have given both time & study to this subject so vital to the industry. May I predict that, due to your untiring efforts, the solution is near at hand, & a ray of hope now penetrates this dismal chaos of discord & apprehension.

"Your wide experience as a traveler has, no doubt, broadened your mind—as well as your feet. I would not hazard a guess as to the probable consumption of perfectly good shoe leather consumed in your many sojourns to the association conventions. However, I would say that 86,000 miles of self-propelled travel should entitle you to a niche in the hall of Marathon fame; but just a friendly tip: you can get thru Texas, even at this season of the year, barefoot. Getting back to the subject:

"The theory of equipping moths with skates is practical, but somewhat expensive, as the number of skates hanging around the modern warehouses has been materially reduced, due to the activities of Mr. Volstead.

"Therefore, I suggest, as a matter for

your mature consideration, that the moths be attacked & crippled.

"It will be quite an easy task to break one of their legs with an ordinary rolling pin, or bed slat—such articles are handy around the warehouse.

"You can furnish the moths with a pair of crutches, & the grease spots will remain as equally hazardous to the unsuspecting crippled moth.

"This is offered as a solution to the problem of applying the skates & even more serious problem of ascertaining the number of skates required.

"As soon as the crutches are discarded by one moth, they are taken up by another crippled brother, thus eliminating the expense of applying & maintaining the skates. It is a matter of common knowledge that the wear & tare & depreciation on crutches is nothing to compare with skates."

*Two Bits* will be glad to receive letters regarding Mr. Thomas Rott's suggestion. Personally, being masculine & married, we will have nothing to do with it, & for this reason: presumably some of the moths are feminine. Well, personally, we would have no objection to fastening skates on feminine moths' feet, but when it comes to breaking a lady's legs with a rolling pin or a bed slat, personally we got to draw the line.

## News Items

Well Walker, the Chi. storager, gifted us with another glass container of \*\*\*!!!100% when we was to his village recently. \*\*\*!!!100% is as good a description of contents as we can think of at the moment.

Tom Skellet, the Minneapolis & St. Paul storager, has gifted us with some needles, thread, etc., on a/c a patch has become desirable for our 2nd-hand pair of pants.

Ye Ed. blossomed out in a "Tux" at the Houston convention, but we had to get Joe Meyer's, the Chi. storager's, better ½ to insert the cuff links & studs for us on a/c we are not used to donning the durn thing as yet. Thus civilization develops.

Andy Murray is the new business mgr. of *Distribution & Warehousing*. Andy is of Scotch ancestry & we are lucky to get our expense a.c.'s O.K'd hereafter without a lot of persiflage back & forth, mostly forth.

## Our Golf Department

AFTER careful consultation of sporting goods catalogs—some last year's ones which we came across in a barber shop—

Supplemented by conferences with golfing authorities, including one freckle-faced caddie—

We have come to the conclusion that the second-hand stick with which Syd Green, Jr., the Petersburg, Va., storager, has gifted us with, as mentioned in the Jan. issue of *Two Bits*, is actually a mid-iron.

We have not tried the stick out yet on a/c nobody has sent us a driver to start a game with.

A potential golf star is lost from the links firmament if such lassitude continues to prevail throughout our industry. How anyone can expect us to play golf with only a mid-iron, is outside our comprehension, & we will be glad to be advised if it can be done.

In addition to the driver, which nobody has sent yet, we need—(wait till we examine those catalogs again)—we need:

1. 1 brassie.
2. 1 spoon mashie.
3. 1 mashie-niblick.
4. 1 niblick.
5. 1 putter.
6. Also 1 good jigger.
7. 1 golf bag.

We are not certain what a spoon mashie is used for, even if we get one. It has a sentimental title & maybe it is only for engaged couples to play with, although the sporting goods catalogs do not say anything about that.

We are fairly well supplied with golf balls, and if anybody contemplates to contribute to our equipment it will be O. K. not to send us any golf balls. At 1 storagers' convention we appropriated 4 when the caddie-master's, or whoever it is, back was turned, & at another storagers' convention we went wading at the water hole & recovered 6 from the mud.

Our greatest ambition in life, next to getting 1,000,000 circulation for *Two Bits*, is to get our name inscribed on that N. F. W. A. silver golf cup, which we can scarcely hope to achieve with only Syd's 2nd-hand mid-iron to play with.

If anybody is in doubt which club they ought to contribute first, we will be glad to cut an illustration from 1 of the sporting goods catalogs & send it to them.

April "*Two Bits*" next month

## WAREHOUSE OWNER DIES DURING FIRE IN PLANT

**D**URING a spectacular warehouse fire in New York City on Jan. 21, Annuncio Santini, head of the storage company, dropped dead from heart failure while trying to save some of the firm's papers.

The blaze was in the household goods storage plant of A. Santini & Sons, Inc., at 439-445 East 149th Street, the Bronx. Mr. Santini lived across the street from the warehouse. He ran from his home and rescued a German police dog, his pet, which was tied to a safe in an inner office. He then went back for valuable papers and dropped dead.

Some estimates placed the property loss from the fire at as high as \$100,000, due largely to destruction of fifty automobiles and moving vans. About a half a million dollars' worth of goods was stored in the building, which was a seven-story brick structure. The blaze is believed to have started among some waste and grease in the section where the automobiles were stored in the rear of the ground floor.

Mr. Santini was 60 years old. He had been engaged in the storage and moving business in the Bronx for about thirty years. He leaves a wife and nine children. Several of the sons are engaged in the warehouse business.

### Death of James Dunham

James Dunham, widely known throughout the household goods warehouse industry and in traffic circles, died in New York on Jan. 31, after an illness of about eight days with pneumonia. He was forty-nine years old.

Mr. Dunham early in 1923 organized, with W. L. Reid, then warehouse superintendent of the Lincoln Safe Deposit Co., New York, the furniture-moving, packing and cartage firm of Dunham & Reid, Inc. He retired as manager of the household goods department in New York of the Trans-Continental Freight Co., in order to establish the firm with Mr. Reid. Mr. Dunham had been for five years with the Trans-Continental up to that time. Prior to going with the Trans-Continental he had had traffic experience with the Lehigh Valley and other railroads.

It is announced by Mr. Reid that Dunham & Reid, Inc., will continue in business under that name.

### W. O. Langan Dies

William Oliver Langan, who founded the Langan & Taylor Storage & Moving Co., St. Louis, now controlled by the General Warehousing Co. of that city, died of heart disease in his apartment in a St. Louis hotel on Jan. 18. He was seventy-one years old.

Born in St. Louis, Mr. Langan and his brother, Oliver P. Langan, established the William O. Langan Storage & Moving Co. in 1893. About sixteen years ago the firm merged with the one owned by Walter Taylor, and the name was changed to its present one. William

Langan retired from active business fifteen years ago and subsequently severed all connection with the company.

Mr. Langan is survived by six brothers and three sisters. The brothers include Ben A. Langan, president of the Ben A. Langan Fireproof Storage Co., St. Louis, and Oliver P. Langan.

### Charles C. Harder Dies

Charles C. Harder, founder and president of Harder's Fire-Proof Storage & Van Company, Chicago, died on Jan. 21 at his home in that city.

Born in Germany in 1838, Mr. Harder located in Chicago in 1853. His first business ventures were trading with the Indians of northern Wisconsin and handling lumber and other commodities in that region. He was active in the political organization known as the Wide Awakes, which first suggested the nomination of Abraham Lincoln for President and which later was merged into the Republican Party of Illinois.

Mr. Harder was a member of the National Furniture Warehousemen's Association, American Warehousemen's Association, Illinois Furniture Warehousemen's Association and the Illinois Association of Warehousemen.

### Death of George B. Farnsworth

George B. Farnsworth, owner of School Street Storage Warehouse Co., Worcester, Mass., died suddenly on Dec. 15 after an attack of acute indigestion.

Mr. Farnsworth was born in Worcester in 1865. He was proprietor of the Farnsworth Taxi and Baggage Service and was active in local civic affairs. He was a member of the American Warehousemen's Association and the National Furniture Warehousemen's Association.

### New San Pedro Company

Donovan's Transportation Co., to engage in transferring and eventually in warehousing, has been organized in San Pedro, Cal., by A. E. Donovan, formerly of Redondo Beach, and R. C. Rouse, formerly of Caspar, Wyo. Offices have been opened at 1100 South Pacific Avenue, and a fleet of trucks has been put into operation, and it is announced that the company plans to establish a warehouse in San Pedro and to have offices in Long Beach, Santa Monica, Venice, Ocean Park and other towns. The corporation has a capital stock of \$200,000.

### Correction

On page 182 of the 1924 Warehouse Directory, published as part of the January, 1924, issue of *Distribution & Warehousing*, the address of the Manufacturers Warehouse Co., Detroit, is erroneously printed in the company's starred listing.

The correct address is 1716 West Lafayette Boulevard, Detroit. Owners and users of the Directory should, for reference purposes, make a written correction of the address in their Directories.

## COST ACCOUNTING IS COVERED IN YEAR BOOK

**A** CONTRIBUTION to the literature and progress of cost finding is the year book, just issued, of the National Association of Cost Accountants, an organization of 3300 cost men and business managers, and with which a number of warehousemen interested in this subject are identified as members. The year book may be obtained for \$3 at the association's headquarters, 130 West Forty-second Street, New York City.

The technical sessions of the association's convention at Buffalo last September are to be found in the book, together with papers on the following subjects:

How far is it proper for a trade association to distribute cost information among its members?

Relation of planning and dispatching to cost accounting.

Should detailed cost work be centralized in the head office?

To what extent and in what manner should detailed cost figures be given to department heads?

Method of wage payment as related to costs.

Actual examples of the advantageous use of operating budgets.

On what basis should raw material be charged into production cost?

Should plant and equipment be depreciated on cost or replacement value?

### Kansas City Company Builds

The Federal Van & Storage Company, Kansas City, has begun erection of a five-story and basement building, to contain 28,000 square feet of floor space and representing an investment of \$100,000, on Hamilton Street north of the intersection of Westport Avenue and Broadway. The building will be of reinforced concrete faced in brick with cut stone trim. It should be ready for occupancy about June 1 and is the first structure of a chain which is being planned by the firm.

The Federal company was organized last year to carry on household goods warehousing. Identified with it are men formerly with other storage companies. F. J. Lewis, president, was formerly with the Globe Transfer & Storage Co. A. V. Cresto, vice-president and general manager, was formerly with the Monarch Transfer & Storage Co. Another executive, E. E. Sullivan, was formerly with the Globe company.

### Horse Statistics Available

The Horse Association of America announces that it has "exhaustive figures on all forms of horse use" which it will be glad to place without cost in the hands of readers of *Distribution & Warehousing* who are interested in cost-finding fundamentals.

The secretary of the association is Wayne Dinsmore, and the association's address is Union Stock Yards, Chicago.



## NEW DISTRIBUTION CO. FORMED IN LOS ANGELES

THE first \$75,000 unit of the proposed \$5,000,000 warehouse and manufacturing terminal in the Central Manufacturing District of Los Angeles has been leased by a new corporation, the Westland Distribution & Storage Warehouse Co., and will be operated as the Westland Warehouse with J. D. Collier in charge as general manager. Mr. Collier was for a number of years warehouse manager and traffic expert for Montgomery, Ward & Co., Chicago, and until recently was traffic expert for Distribution Service, Inc., a cooperative organization of representative public merchandise storage companies in various cities.

Arrangements have been made by the Westland company for trucking distribution service. Incoming and outgoing shipments will be received over the tracks of the Los Angeles Junction Railway from all trunk lines entering the city without additional switching charges. The Central Manufacturing District officers are turning over the warehouse virtually filled to the Westland company. It was opened for business last October, and as fast as business warrants, new units will be constructed.

The present warehouse, of flat slab reinforced concrete, stands six stories high. There are two wings approximately 82 x 162 ft. and the floors are divided into bays 20 x 20 ft. The tower between the wings is devoted to office space for tenants, manufacturers' agents, etc., and there are clubrooms for tenants of the district. Four tracks of the Los Angeles Junction Railway, a neutral belt line road, enter between the two wings at the east and give a maximum of 15-car setting at one time for either inbound or outgoing carload handling. There are 12-foot loading platforms along an island platform.

H. E. Poronto is president of the Westland company, F. L. S. Harman is vice-president, K. J. Good is secretary and treasurer, and J. W. Pickens is general superintendent.

### Haugh & Keenan Expansion

Property 90 by 106 ft. at West Liberty and Biltmore Avenues in the Dormont section of Pittsburgh has been purchased by the Haugh & Keenan Storage & Transfer Co. of that city. The company plans to build a six-story household goods warehouse to meet demands in the Dormont and Mount Lebanon districts. The structure will cost about \$150,000 and will have approximately 60,000 sq. ft. of floor space.

### Indiana Law Attacked

Representatives of Indianapolis warehouse companies are among plaintiffs in a suit entered in the Superior Court in that city attacking the constitutionality of Indiana's 1923 automobile license law and seeking to enjoin officials from enforcing the statute, which increases the price of licenses. The suit was filed by J. Fred Masters, an attorney who has

at various times represented the Indiana Transfer and Warehousemen's Association. The plaintiffs in the action include C. W. Abraham, owner of the A & B Storage Co.; C. F. Roesener, proprietor of the Central Transfer & Storage Co., and Patrick Glenn, treasurer of the Glenn Trucking Co. All three companies are members of the Indiana association.

### Correction

In the advertisement of the Quackenbush Warehouse Co., Scranton, Pa., occupying page 384 of the January, 1924, issue (the annual Warehouse Directory number) of *Distribution & Warehousing*, the titles of two of the officers, John V. P. Quackenbush and S. V. P. Quackenbush, were incorrectly given. John V. P. Quackenbush is president of the company, and S. V. P. Quackenbush is vice-president and treasurer.

For reference during the year, owners of the Directory should write in the correct titles in their copies of the Directory. The names of the officers are correctly given in the Quackenbush company's starred listing on page 383 of the Directory.

### Baltimore Company to Build

The Monumental Storage & Carpet Cleaning Co., Baltimore, plans to build this year a warehouse to cost between \$175,000 and \$200,000. The site is at Payson Street and Windsor Avenue.

The first unit of the structure will be three stories high and will be used for carpet cleaning and storage purposes. The second unit, six stories, will be utilized for general storage. Each will be 80 by 150 ft.

### Warehouseman a Builder

The builder of the new Center Market of Newark, N. J., is a warehouse executive—Clifford F. MacEvoy, president of the Park Avenue Storage Co. of Newark, and a member of the New Jersey Furniture Warehousemen's Association.

A two-column story in a recent issue of the Newark *Star-Eagle* describes Mr. MacEvoy's rise from a poor farm boy to the presidency of three large corporations—the warehouse company, the Mutual Bank of Roseville, and the Clifford F. MacEvoy Construction Co.

### Utica, N. Y., Blaze

Property damage estimated at about \$10,000 was caused by fire in the old Ontario & Western railroad depot, occupied by the Utica Distributing & Warehousing Corp., Utica, N. Y., late in January. The blaze was fought in zero weather, and rail and street car traffic was discontinued temporarily.

### Minneapolis Co. to Build

The Northwestern Terminal Co., Minneapolis, is planning to build a five-story warehouse before the close of 1924, it is announced by the company's president, Douglas A. Fiske.

## WOULD RELIEVE FREIGHT CONGESTION IN NEW YORK

GOVERNOR Smith of New York has transmitted to the New York State Legislature the annual report of the Port of New York Authority, consequent upon his conference with Governor Silzer of New Jersey and the special legislative committees of New York and New Jersey on the problem of handing over and construction of all tunnels and bridges under and across the Hudson River and their financing by the Port Authority.

The means of approach by bridge and tunnel, the report says, will affect the proper location of inland universal freight stations on the west side of Manhattan to relieve the pressure of freight traffic on the Manhattan and New Jersey waterfronts. Features of a comprehensive plan for obtaining such relief, the report sets forth, include:

"Motor truck handling of freight from break-bulk platforms in New Jersey to inland or off-track universal freight stations and warehouses in Manhattan and New Jersey.

"Store-door delivery and collection service from break-bulk points, and to and from such off-track freight stations and warehouses.

"Consolidated car float and lighterage service from appropriate assembly terminals, approach to which would be furnished to all New Jersey carriers by the proposed belt lines. Such consolidated service would affect a large part of the water movement of cars between carriers and private terminals, and lighterage cargo between terminals, steamships and industries."

The report continues:

"Field studies relating to the volume and cost of these movements have been carried on for months and the information gathered, assembled and classified. During these investigations the staff has worked with representatives of some of the carriers, and since the cooperation of the carriers was fully pledged in September, joint committees have been organized for the continued study of all these features, and cooperating committees with representatives of the private terminals, steamship associations and private lighterage corporations, have been organized in order that this work may be carried to completion as rapidly as possible. The study of the car float and lighterage problem alone involves the details of many separate movements."

### North Carolina Blaze

Two sections of the Wilmington Compress & Warehouse Co., Wilmington, N. C., were destroyed by fire on Jan. 18 with a property loss estimate at \$75,000.

### South Dakota Blaze

Fire starting in the south end of the warehouse of the Northwestern Distributing Co., Aberdeen, S. C., on Jan. 14 wrecked the interior of the building and caused a property loss estimated at \$30,000.



## NEW INCORPORATIONS WITHIN THE INDUSTRY

**Columbia Warehouse Co.,** Nashville, Tenn. Capital, \$2,500. Incorporators: C. C. Fry, L. K. Denham, H. A. Compton, W. W. Bass and Harvey Neeld.

**General Warehouse & Produce Co.,** Newark, N. J. Cold storage and general warehousing. Capitalization, \$250,000.

**Miami Warehousing Corp.,** Dayton, Ohio. Capital, \$100,000. Incorporators, David Bill and R. C. Corwin.

**Fireproof Storage Warehouse, Inc.,** Roanoke, Va. Capital stock, \$20,000 to \$50,000. Officers are R. C. Churchill, president, and G. T. Womack, secretary.

**Foreman Warehouse Co.,** Foreman, Ark. Capital, \$5,000.

**Hartford Despatch & Warehouse Co., Inc.,** East Hartford, Conn. Capitalization, \$100,000.

**F. W. Wagener Realty & Warehouse Corp.,** Charleston, S. C. To acquire, lease and sell warehouses, machinery, boats, wharves, etc. Capitalization, \$45,000.

**Stewart Storage & Warehouse Co.,** Brooklyn. Capital, \$5,000. Directors, George Burghardt, Holbrook, N. Y., and F. S. Johnson and Sara Dumont, Brooklyn.

**Westbrook Service,** New York City. Motor trucking and warehousing. Capitalization, \$10,000. Incorporators, A. Westbrook, W. A. Vanness and O. M. Schmelz.

**Railway Terminal Warehouse Co.,** Cleveland, Ohio. Capitalization, \$1,000.

**School Street Storage Warehouse Co.,** Worcester, Mass. Capital, \$170,000. Incorporators, Calvin B. Farnsworth, Phoebe Farnsworth and Thornton S. Farnsworth.

**Hampshire County (Va.) Farm Bureau Warehouse Association.** Capital, \$10,000.

**Brown Storage Warehouse Co.,** Waltham, Mass.

**Merchants Transfer & Storage Co.,** St. Louis. Capitalization, \$10,000. To engage in general transferring, drayage, express and storage business. Incorporators include J. E. Carson, president, and H. R. Zerweck, secretary.

**Penn-Ohio Motor Freight Co.,** Youngstown, Ohio. Authorized capital, 1000 shares no par value designated. Incorporators, C. M. Horn, Charles Follett, W. H. Nye, N. P. Beall and McAlister Marshall.

**Pyramid Storage Co.,** Akron, Ohio. Authorized capital, \$10,000. Incorporators, D. D. Herr, David L. Tschantz, M. Shontz, C. H. Meek and Anna Herr.

### Carolina Company to Build

The Carolina Transfer & Storage Co., Charlotte, N. C., announces plans for a warehouse to cost \$80,000 and to be completed by the coming fall. The site is at College and Stonewall Streets, and has railroad facilities for handling three cars at one time. The building will be 60 by 200 ft., three stories high, of reinforced concrete and steel, with steel doors.

The first floor of the new plant will be used for offices and packing and shipping

rooms, and vaults for valuables will be installed. A garage for the truck fleet will be cut off from the warehouse by fireproof walls. The second floor will be level with the railroad tracks and will be used for storing general merchandise. The third story will be utilized for furniture.

Before the plans were drawn, the company's secretary, John L. Wilkinson, inspected warehouses in various cities with a view to having a modern storage plant erected.

## IREDALE COMPANY BUYS THREE MORE BUSINESSES

THE Iredale Fireproof Warehouse, Inc., of Evanston and Winnetka, Ill., has purchased the business of the Highland Park Transfer Co. and that of the Highland Park Fireproof Storage Co., both in Highland Park, Ill., and has bought the fireproof warehouse operated by D. C. Purdy & Sons, Inc., at 374 Central Avenue, Highland Park.

The Purdy building is a modern structure, erected in 1923, 40 by 200 feet, three floors, and contains 24,000 square feet of floor space and a basement packing room 40 by 160 feet. The house will be remodeled to suit the needs of the business.

For the present the Iredale company will operate in Highland Park under the name of the Highland Park Transfer & Storage Co., with Alexander Rafferty, Sr., as manager.

These acquisitions give the Iredale firm modern storage facilities in Evanston, Winnetka and Highland Park, and better enable the company to serve the public needs in the North Shore section.

### Lynn Co. Reelects Winslow

At the recent annual meeting of the officers of the Lynn Storage Warehouse Co., Lynn, Mass., Edward M. Winslow was reelected president and W. T. Murphy was reelected treasurer. Other officers and the directors were all reelected.

### Cuts Warehouse Funds

The Oklahoma State Senate has enacted an amendment to the \$1,250,000 warehouse appropriation bill, which was passed by the State Legislature last year. Under the amendment the amount appropriated to foster development of agricultural warehousing throughout the State is cut to \$250,000, and \$1,000,000 is thereby returned to the State treasury.

### A New Wichita Corporation

The Cassell Transfer & Storage Co. has been incorporated in Wichita, Kan., with offices at 115-127 North Rock Island Avenue and 114-127 North Mead Avenue. The corporation has a warehouse with 56,000 sq. ft. of floor space and is operating a fleet of motor trucks in distributing goods in Wichita and surrounding territory.

## CONSTRUCTION, REMOVALS, PURCHASES AND CHANGES

**Hogan Transfer & Storage Co.,** Indianapolis, has increased its capital from \$10,000 to \$25,000.

**Merchants Refrigerating Co.,** New York City, has filed plans for a 16-story building, 75 by 108 feet, at North Moore and Varick Streets, to cost approximately \$400,000.

**Genesee Warehousing Co.,** New Hartford, N. Y., has increased its capitalization from \$2,000 to \$20,000.

**Chattanooga Transfer & Storage Co.,** Chattanooga, Tenn., has sold to the Chattanooga Mattress Co. its merchandise and household goods warehouse at 428 Chestnut Street, containing 40,000 square feet of floor space, for \$19,500.

**Merchants Warehouse Co.,** Philadelphia, has been granted a permit to erect a \$3,000 warehouse on North Marvine Street.

**Stine Transfer & Storage Co.,** Pomona, Cal., has purchased a warehouse, built originally as a winery structure in 1886, at Park Avenue and Commercial Street.

**Merchants Transfer & Storage Co.,** Washington, D. C., has increased its capitalization from \$400,000 to \$1,000,000.

**Missouri-Kansas Texas Railway** is planning a 7-story reinforced concrete warehouse and office structure on Pacific Avenue between Jefferson and Market Streets.

**Northern Distributing Co.,** Aberdeen, S. D., has removed its warehouse and motor truck garage to the K. O. Lee Building on Main Street South at the M. & St. L. tracks.

**Burkhart's Express & Storage Co.,** San Rafael, Cal., is planning a concrete warehouse, sprinklered, to cost about \$12,000.

**Hudson Navigation Co.** will erect a steel warehouse for freight and storage at the foot of Broadway, Troy, N. Y.

**Richards Trucking & Warehouse Co.,** Santa Ana, Cal., is planning to build a fireproof storage structure to cost about \$50,000.

**Belt Line Warehouse Co.,** Henderson, Ky., has awarded a contract for construction of a one-story structure, 110 by 70 feet, to cost about \$50,000.

**Inland Waterways Co.,** Louisville, Ky., is planning to erect a brick warehouse, 100 by 180 feet, on the river front, to cost \$100,000.

**School Street Storage & Warehouse Co.,** Worcester, Mass., has its new 7-story reinforced concrete and brick warehouse nearing completion. The building will cost about \$175,000.

**Shippers Rapid Transit Co.,** Toledo, Ohio, L. I. Browne, president, has filed application to increase its capital stock from \$10,000 to \$25,000.

### Adams Company Reelects

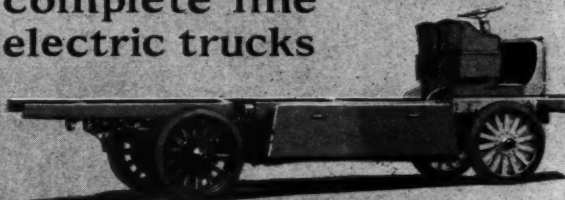
At the annual meeting of the stockholders and directors of the Adams Warehouse Co., Adams, Mass., all of the officers and directors were reelected, including Edwin K. McPeck, president; Roy M. Norwood, secretary, and Donald A. Linscott, treasurer.

# The 1924 Autocar Line

The only complete line  
of gas and electric trucks



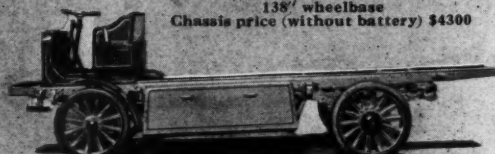
2 to 3 ton gas Autocar  
114" wheelbase  
Chassis price, \$3450



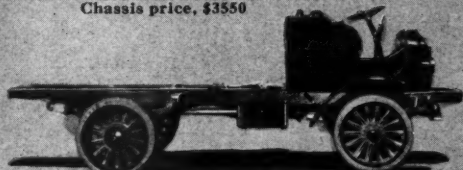
5 ton Autocar Electric  
138" wheelbase  
Chassis price (without battery) \$4300



2 to 3 ton gas Autocar  
138" wheelbase  
Chassis price, \$3550



3 ton Autocar Electric  
128" wheelbase  
Chassis price (without battery), \$3200



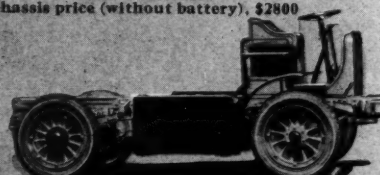
4 to 6 ton gas Autocar  
120" wheelbase  
Chassis price, \$4650



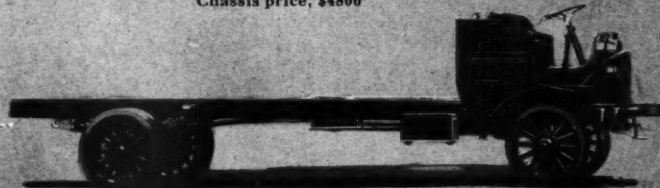
2 ton Autocar Electric  
120" wheelbase  
Chassis price (without battery), \$2800



4 to 6 ton gas Autocar  
156" wheelbase  
Chassis price, \$4800



1 ton Autocar Electric  
107" wheelbase  
Chassis price (without battery), \$2400



4 to 6 ton gas Autocar  
192" wheelbase  
Chassis price, \$5200



1 1/2-2 ton gas Autocar  
97" wheelbase  
Chassis price, \$2200

The Autocar Company, Ardmore, Pa.

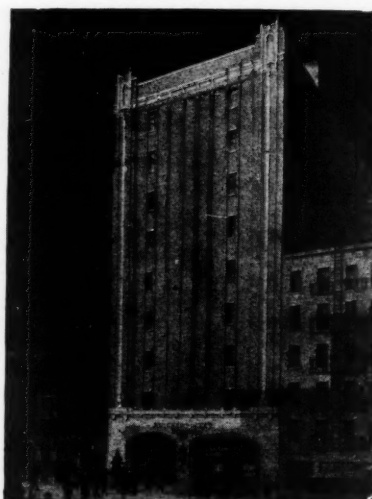
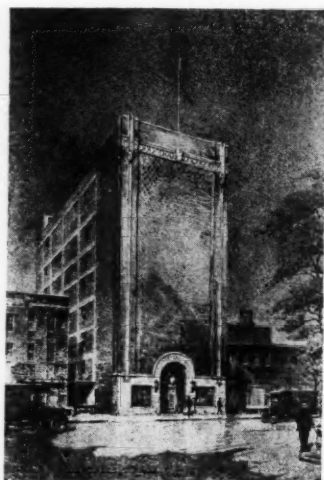
ESTABLISHED 1897

Branches in 46 Cities

# Autocar

gas and electric trucks

EITHER OR BOTH - AS YOUR WORK REQUIRES



*Typical Moores and Dunford designed and built warehouses.*

Warehouses we have designed give from 70% to 75% of total square foot area available for storage purposes. Some warehouses are reduced in area to as low as 50% due to their being incorrectly laid out.

We make no additional charge for a preliminary survey of your present business and territory to determine the style and size of building best suited to a maximum income.

## The greatest handicap—

**Storage revenue income is controlled by storage space which originates in the plans of the building. Waste space is the warehouse owner's greatest handicap.**

But the tragedy is not revealed until business has to be refused because of lack of space that *should* be available for storage purpose—and that *would* be available had the building been properly laid out in the first place.

*Too late*—the warehouse owner is brought face to face with a severe loss *which he cannot overcome*.

### **We Prevent Such Profit Wasting Occurrences**

Moores & Dunford Specialized Service has saved owners many thousands of dollars; has been the means of making many thousands of dollars for those whose warehouses have been

built from our plans and under our supervision.

Our Institution consists of a corps of engineers—architects, trained in the art of scientific warehouse designing—and organization methods that provide for the securing of rock-bottom prices in the open market. This makes it possible for us to produce buildings that represent the maximum in storage space and warehouse revenue.

Whatever your warehousing problem may be—either in the matter of new construction or an addition to your present warehouse—we are in a *better* position to render you a valuable service—one that will save you much money and provide you with a handsome return on your invested capital.

## **We charge no fee for consultation and advice**



*There is no job too large—we do not consider any too small. Our representatives are at your service. Write, wire, telephone or call upon us. You are assured of maximum efficiency at minimum cost.*

**MOORES & DUNFORD, Inc.**

Suite 903-4

110 East 42nd Street

New York City





# Shippers' Index

A Guide to representative Merchandise, Cold Storage and Household Goods Warehouses, Forwarders, Terminals, and Transfer Companies, arranged by States and Towns

## The Shippers' Index—the Guide to Good Distributing and Forwarding

THE following pages make up the Shippers' Index, a condensed Warehouse Directory that appears in revised form in the monthly issues of *Distribution & Warehousing*.

In the Shippers' Index either the distributor of merchandise or the forwarder of household goods will find, selected and arranged for him in alphabetical and geographical order, the names of active, alert and progressive warehouse concerns which will give him service of the better sort.

Pride of achievement, confidence in ability, and commendable ambition have caused them to proclaim both their facilities as warehousemen and their desire to serve.

Consult the Shippers' Index in selecting correspondents. By doing so, you will secure maximum service, minimize your losses and eliminate worry.

*The Warehouseman who advertises  
his ability to serve is deserving of  
the Shipper's first consideration.*

## CONVENTION CALENDAR

March 14-15.....	Colorado Transfer and Warehousemen's Association .....	Boulder
April .....	Missouri Warehousemen's Association .....	(To be decided)
May .....	California Warehousemen's Association .....	Oakland
June .....	Pittsburgh Furniture Storage & Movers' Association.....	Pittsburgh
July .....	Central Warehousemen's Club .....	(To be decided)
July .....	National Furniture Warehousemen's Association .....	(To be decided)
December .....	Illinois Association of Warehousemen .....	Chicago
January, 1925 .....	American Chain of Warehouses .....	(To be decided)
January, 1925 .....	American Warehousemen's Association .....	(To be decided)
January, 1925 .....	Canadian Storage & Transfermen's Association .....	Vancouver
January, 1925 .....	Massachusetts Warehousemen's Association .....	Boston
January, 1925 .....	New Jersey Furniture Warehousemen's Association.....	Newark
January, 1925 .....	New York Furniture Warehousemen's Association .....	New York
January, 1925 .....	Ohio Warehousemen's Association .....	(To be decided)
February, 1925 .....	Kansas City Warehousemen's Association .....	Kansas City
February, 1925 .....	Maryland Furniture Warehousemen's Association .....	Baltimore
February, 1925 .....	Pacific Coast Furniture Warehousemen's Association.....	(To be decided)
February, 1925 .....	Pennsylvania Furniture Warehousemen's Association .....	Philadelphia

## BIRMINGHAM, ALA.

**Charlie's Transfer Co.**

Incorporated 1903

**Distributors and Forwarders  
Storage and Hauling**

We specialize on merchandise handling.  
Private siding, connecting with all railroads.

## BIRMINGHAM, ALA.

**HARRIS TRANSFER  
AND WAREHOUSE COMPANY**

(Equipped to Handle Anything)

**MODERN FIREPROOF WAREHOUSE**

Special Attention Given to Packing and Shipping

When shipping to Birmingham, consign goods to Harris  
—he will look after your interests, also those  
of your customer

Offices: CHAMBER OF COMMERCE BLDG.

## BIRMINGHAM, ALA.

**Hess-Strickland Transfer  
& Storage Co.**

General Merchandise, Furniture  
and Household Goods Storage

Distribution of Pool Cars Given Special Attention—Motor Trucks in Addition to Wagon Equipment—Track Connections with All Railroads.

## BIRMINGHAM, ALA.

**WARRANT  
WAREHOUSE  
COMPANY**

Established 1905



BIRMINGHAM and MOBILE

**Fireproof Sprinklered Warehouses**

Sidetracks connecting with All Railroads

**DISTRIBUTION — STORAGE — LOANS**

Operates Its Own Trucks and Teams

**LOWEST INSURANCE RATES IN THE SOUTH**

## MOBILE, ALA.

**Acme Transfer and Storage Co.**

209-211 N. Royal St.

Distribution

Transfer  
Pool Cars**"Service"**Forwarding  
Storage

Household Goods

Mobile, Ala.

## MONTGOMERY, ALA.

**LEADING WAREHOUSEMEN**

DISTRIBUTION—HAULING  
PACKING — STORAGE of  
HOUSEHOLD GOODS  
MERCHANDISE and AUTOMOBILES

TWO LARGE WAREHOUSES—PRIVATE SPUR  
LARGE FLEET OF MOTOR TRUCKS

**ALA. MOTOR TRANSFER CO.**

COR. LAWRENCE and RANDOLPH—132 LEE

## MONTGOMERY, ALA.

*"Service That Satisfies"***Moeller Transfer & Storage Company**

105 WATER STREET, MONTGOMERY, ALA.

Storage, Forwarding and Distributing

## MONTGOMERY, ALA.

**STANFORD:  
Packers—Movers—Shippers**

POOL CARS GIVEN SPECIAL ATTENTION

Convenient Warehouses—Motor Trucks

STANFORD TRANSFER & WAREHOUSE CO.  
Montgomery, Alabama

## NOGALES, ARIZ.

**Walker Transfer and Storage Co.**

Pool Car Distributors

Storage-Packing-Moving-Shipping

COAL DEALERS

Motor Truck Equipment

243 Grand Ave.

Nogales, Ariz.

## NOGALES, ARIZONA

**The West Coast Warehouse Co., Inc.**

Nogales, Arizona

The Key to the West Coast of Mexico  
For Manufacturers, Packers, &c.

Reference: First Nat'l Bank. Assets over \$50,000.00 Siding S. P.

## TUCSON, ARIZONA

**Tucson Warehouse & Transfer Co.**  
**POOL CAR DISTRIBUTORS**  
**FIREPROOF STORAGE**  
 26 North Scott St. Tucson, Arizona

## FORT SMITH, ARK.

**Fort Smith Warehouse Co.**  
 Rogers Ave. & Second St.  
 MERCHANDISE STORAGE and POOL CARS

## FORT SMITH, ARK.



**O.K. TRANSFER & STORAGE CO.**  
 Rogers Ave. and 2nd St.  
**FORT SMITH, ARK.**  
 Storing—Shipping—Moving  
 Pool-Car Distributing a Specialty



## TEXARKANA, ARK.

**HUNTER TRANSFER CO.**  
**TEXARKANA, ARK.**  
 ESTABLISHED 1882  
 DISTRIBUTORS OF  
**POOL CARS**  
**STORAGE**  
**TRUCKING**  
**MOVING**

## KEEP IT UP!

One step won't take you very far, you've got to keep on walking;  
 One word won't tell them what you are, you've got to keep on talking;  
 One inch won't make you tall, you've got to keep on growing;  
 One little "ad" won't do it all, you've got to keep 'em going.

Sent to DISTRIBUTION & WAREHOUSING  
 by George S. Lovejoy, Vice-President of the  
 American Warehousemen's Association.

The Men Who Distribute

**Federal Sugar**

Read **DISTRIBUTION & WAREHOUSING**  
 and consult the Shippers' Index

## BERKELEY, CAL.

**STUDENTS**  
**Transfer & Storage Co.**  
**"ALWAYS MOVING"**



The Leading Fireproof storage place in  
 Berkeley

We give daily service to Oakland,  
 Alameda, Piedmont, Emeryville  
 and San Francisco

**S**TUDENTS  
**T**ORAGE  
**S**ERVICE

EL CENTRO, CAL.  
IMPERIAL VALLEY

## PIONEER TRUCK and TRANSFER CO.



Warehouse:  
 S. E. Cor. 3rd & State Sts.  
 Office: 114 N. 5th St.

Only Reinforced  
 Concrete Warehouse  
 for Storage and  
 Carload Distributing  
 Throughout  
 the Whole Imperial  
 Valley.

Daily Truck Service  
 to All Valley Towns.  
 Our Stock in Trade,  
**SERVICE.**

## FRESNO, CAL.

**BEKINS**  
**VAN & STORAGE CO.**

California  
 Shipments Promptly  
 Handled

Los Angeles  
 1335 S. Figueroa  
 Street

Fresno  
 1248 Van Ness Ave.

—Distributors of pool  
 car shipments.  
 —Private spur.  
 —12 fireproof deposi-  
 tories in California.

San Francisco  
 13th and Mission

Oakland  
 22nd and San Pablo



## FRESNO, CAL.



## STATE CENTER WAREHOUSE &amp; COLD STORAGE COMPANY

General Merchandise storing and distributing.  
Packing, Crating and Shipping of Household Goods.

## FRESNO, CAL.

Valley Van & Storage Co., Inc.  
Private Spur

Distributors of Pool Cars of  
Household Goods, Machinery and Merchandise  
Office: 842 Broadway, Fresno, Calif.

## HOLLYWOOD, CAL.

LOCATED IN THE CENTER OF  
RESIDENTIAL LOS ANGELES

Hollywood Storage Company, Inc.  
"FIREPROOF"

Car Distribution Private siding P. E. RR.  
We have Los Angeles terminal rates  
Consign to Hollywood via U. P. or S. P. RR.  
1666 N. Highland Ave., Hollywood, Calif.

## LONG BEACH, CAL.

LONG BEACH OFFICE:  
144 Pacific Ave.

LOS ANGELES OFFICE:  
426 Alameda St.



HOUSEHOLD GOODS Removals, Storage, Packing, Forwarding  
MERCHANDISE Warehousing, Distributing  
MEMBER { California Warehousemen's Association  
Pacific Coast Furniture Warehousemen's Association  
National Furniture Warehousemen's Association

We offer the very best of service in Local or Interurban trucking, and we operate two warehouses for either Household Goods or Merchandise, located on the Southern Pacific and Pacific Electric Railroads.

We solicit your valued shipments, which will receive our prompt and careful attention, and we assure you of immediate returns on any collections you may have.

LOCAL AND INTERURBAN "MOTOR TRUCK SERVICE"

## LONG BEACH, CAL.

Long Beach  
Transfer & Warehouse Co.

Incorporated 1907

## Household Goods Our Specialty

Removals, Storage, Packing, Forwarding and  
Distributing

Private Siding—Union Pacific Railroad

MEMBER { National Furniture Warehousemen's Association.  
Pacific Coast Furniture Warehousemen's Association.

We send our check promptly on collection of your charges.

Only Fireproof Warehouse in Long Beach  
on a Private Siding

The Men Who Distribute  
California Walnuts

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## LOS ANGELES, CAL.

BEKINS  
VAN & STORAGE CO.

California  
Shipments Promptly  
Handled

Los Angeles  
1335 S. Figueroa  
Street

Fresno  
1248 Van Ness Ave.

—Distributors of pool  
car shipments.  
—Private spur.

—12 fireproof deposi-  
tories in California.

San Francisco  
13th and Mission  
Oakland  
22nd and San Pablo

## LOS ANGELES, CAL.

For  
"Service with Security"  
Ship  
to

California Fireproof Storage Co.  
2808 W. Pico St.  
LOS ANGELES

W. E. BROCK  
Vice-Pres.

F. L. ALLEN  
Pres.

F. M. BROCK  
Treas.

## LOS ANGELES, CAL.



## CALIFORNIA TRUCK CO.

INCORPORATED 1884

## Pool Carload Distributors

Handling goods destined to points in  
SOUTHERN CALIFORNIA and ARIZONA  
and to

TRANS-PACIFIC PORTS  
322-324 EAST THIRD STREET

## LOS ANGELES, CAL.

FIDELITY  
FIREPROOF STORAGE

Washington & Arapahoe Sts.  
Los Angeles, Calif.

Prompt and Efficient Service  
Pool Car Distribution Solicited

MEMBER

National Furn. Warehousemen's Assn.  
Pac. Coast Furn. Warehousemen's Assn.

Frank Robert Palmateer, Prop.

## LOS ANGELES, CAL.

LOCATED IN THE CENTER OF  
RESIDENTIAL LOS ANGELES.**Hollywood Storage Company, Inc.**  
"FIREPROOF"

Car Distribution Private siding P. E. RR.  
We have Los Angeles terminal rates  
Consign to Hollywood via U. P. or S. P. RR.  
1666 N. Highland Ave. Hollywood, Calif.

## LOS ANGELES, CAL.

**Co-operation**

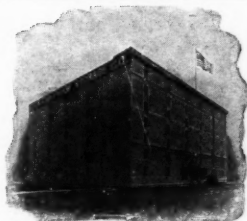
Consign to L. A. Warehouse—the largest fire-proof repository for household goods on the Pacific Coast. We co-operate to the utmost and treat your customers as we do our own.

**Los Angeles Warehouse Co.**  
316 Commercial St. Los Angeles

## LOS ANGELES, CAL.

**They Like  
Lyon**

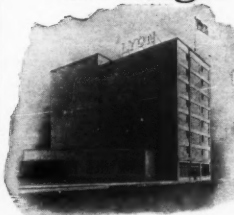
Los Angeles people like Lyon storage and moving facilities. Consign household goods to Lyon and please your customers.



**Lyon Fireproof Storage Co.**  
1950 SO. VERMONT AVE. LOS ANGELES

MEMBER

National Furniture Warehousemen's Association

**Consign to LYON**

Immediate service when bill of lading received.

Two modern fireproof warehouses conveniently located in residential districts with private spur tracks.

Collections handled promptly.

## LOS ANGELES, CAL.

WE SOLICIT YOUR  
SHIPMENTS AND POOL CAR  
DISTRIBUTION

**PRUDENTIAL**  
STORAGE AND MOVING CO. L

LOS ANGELES

OFFICE  
941 W. 16th ST.

SAN DIEGO

OFFICE  
962 Second St.

THREE WAREHOUSES—PRIVATE R.R. SIDINGS

Members Pacific Coast Furniture Warehousemen's Ass'n.  
National Furniture Warehousemen's Ass'n.

## LOS ANGELES, CAL.

**1,500,000 Square Feet of**

Modern Fireproof Warehouse Space in Los Angeles and at the Port of Los Angeles

Free and U. S. Customs Bonded Storage  
Insurance Rate 18 cents

**Storage — Forwarding — Distribution — Cartage**

Space Leased for Private Warehouse, Office and Display

Desk Space with Desk and Office Service Rented  
Cotton Pressed to High Density

Special equipment for the proper handling of various commodities

Steamer Space booked when requested

We can serve you in some capacity and would suggest that you complete your file by requesting the rates for our specialized service.

Bonded for \$100,000.00

**UNION TERMINAL WAREHOUSE COMPANY**  
**UNION TERMINAL WAREHOUSE CORPORATION**  
**SHATTUCK & NIMMO WAREHOUSE COMPANY**  
**LOS ANGELES, CALIFORNIA**

## LOS ANGELES, CAL.

**WEST COAST**  
**WAREHOUSE CO. OF LOS ANGELES**  
**MERCHANDISE STORAGE**  
**DISTRIBUTION**

Ample Trackage  
Efficient Service  
Central Location

Address—

Sixth and Utah Sts.  
LOS ANGELES

E. Jordan Brookes, Owner and Manager.



The Men Who Distribute

**Revere Sugar**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

## OAKLAND, CAL.

# BEKINS

VAN & STORAGE CO.

California  
Shipments Promptly  
Handled

Los Angeles  
1335 S. Figueroa  
Street

Fresno  
1248 Van Ness Ave.

—Distributors of pool  
car shipments.  
—Private spur.  
—12 fireproof deposi-  
tories in California.

San Francisco  
13th and Mission  
Oakland  
22nd and San Pablo

## SAN FRANCISCO, CAL.

Consign to

## THE HASLETT WAREHOUSE CO.

60 California St., San Francisco

Pioneer in the Warehouse and Distribution  
Business.

Operating in the Logical Distribution Center of  
the Pacific Slope with

Complete Warehouse and Drayage  
Facilities.  
Low Insurance Rates.

S. M. HASLETT  
President

P. E. HASLETT  
Secretary



## OAKLAND, CAL.

NO TASK TOO GREAT

# LAWRENCE

WAREHOUSE COMPANY

NO DETAIL TOO SMALL



AL. T. GIBSON, Pres.

## SAN FRANCISCO, CAL.



### Distribute Thru San Francisco

Giving your customers the advantage of prompt  
delivery from local stock.

Our modern fireproof storage warehouses hav-  
ing spur track connections to all railroads are  
located in the wholesale district, convenient to  
docks and railroads for reshipping. Our auto-  
mobile truck delivery service insures prompt  
and efficient delivery of your merchandise.

We furnish whatever clerical service you de-  
sire.

Let us handle your San Francisco shipments.

### San Francisco Warehouse Co.

625 Third Street

San Francisco,

California

CHICAGO:  
123 W. Madison Street

NEW YORK CITY:  
100 Broad Street



## SAN DIEGO, CAL.

WE SOLICIT YOUR  
SHIPMENTS AND POOL CAR  
DISTRIBUTION

# PRUDENTIAL

STORAGE AND MOVING CO.

LOS ANGELES  
OFFICE

941 W. 16th ST.

SAN DIEGO  
OFFICE

982 Second St.

THREE WAREHOUSES—PRIVATE R.R. SIDINGS

Members Pacific Coast Furniture Warehousemen's Association  
National Furniture Warehousemen's Association

## SAN FRANCISCO, CAL.

# BEKINS

VAN & STORAGE CO.

California  
Shipments Promptly  
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Los Angeles  
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—Distributors of pool  
car shipments.  
—Private spur.  
—12 fireproof deposi-  
tories in California.

San Francisco  
13th and Mission  
Oakland  
22nd and San Pablo

## SAN FRANCISCO, CAL.

NO TASK TOO GREAT

# LAWRENCE

WAREHOUSE COMPANY

NO DETAIL TOO SMALL



AL. T. GIBSON, Pres.

## Pick Your Consignee

from the companies listed in this  
section—they are the "live wires"  
of the field and will handle your  
shipments promptly and efficiently.



## COLORADO SPRINGS, COLO.

**The PIKES PEAK  
WAREHOUSING CO.**

NEW FIREPROOF WAREHOUSE.  
Merchandise and household goods pool  
cars distributed. Local and interur-  
ban motor truck service.  
Private switch;  
free switching.  
Four trunk rail-  
roads.  
Every attention  
given by respon-  
sible heads.



Members N. F. W. A., C. W. C., and Colo. T. &amp; W. A.

## DENVER, COLO.

A. H. AMICK

E. W. PITCHER

**Amick Transfer & Storage Co.**  
1029 Santa Fe Drive, Denver, Colo.  
**FIREPROOF WAREHOUSE**

Pool cars distributed.  
Local and interurban truck  
service.  
Low insurance rates.

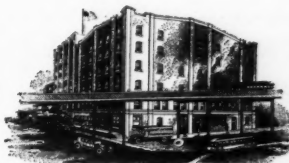
Household Goods  
Complete packing service.  
Reciprocity at every opportu-  
nity.  
Open or private storage.

## DENVER, COL.

**The Johnson Storage and Moving Company, Inc.**  
221 BROADWAY  
**MODERN FIREPROOF WAREHOUSE**  
DENVER, COLORADOMember } C. T. & S. A.  
N. F. W. A.

Household Pool Car Distributors

## DENVER, COL.

**WAREHOUSE**

Your Stocks With Us

150,000 Sq. Ft. Space

**DENVER**

Serves Two Million Population

Send Pool Cars in our care for distribution.  
42 teams and trucks insure prompt service  
to customers and satisfaction to you.

**The Kennicott-Patterson Transfer Co.**  
1700 Sixteenth St. DENVER, COLORADO

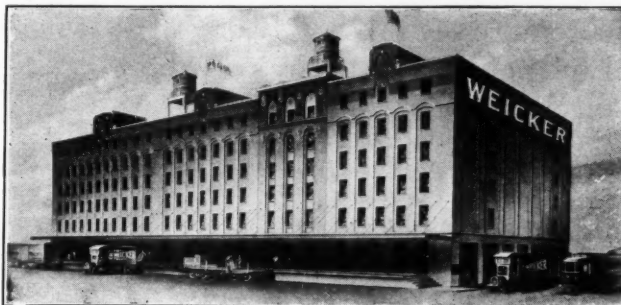
## DENVER, COL.

# When You Need SERVICE in Denver and vicinity

*we are the distribution and warehous-  
ing specialists who can serve you best*

Our vast experience as receivers, forwarders and  
distributors has fitted us to handle your every re-  
quirement in the most satisfactory way.

Our spacious warehouses located within a short haul  
of all local freight depots, the wholesale and retail  
district, and connected by track with every railroad  
entering Denver, is at your disposal—comprehensive  
service and full protection at extremely low rates.



We are thoroughly  
equipped to distribute  
General Merchandise,  
Heavy Machinery, Household Goods.

Write our traffic expert for full information on all  
your shipping problems in this territory. He will  
be glad to help you—we will be glad to serve you.

**THE WEICKER TRANSFER & STORAGE COMPANY**

1700 Fifteenth Street  
Denver Colorado

## DENVER, COLO.

F. C. Bartle, President A. M. Burroughs, Secretary C. J. Thurber, Treasurer

**The Merchants Storage & Transfer Co., Inc.****Drayage and Storage Distribution**OFFICE  
1556 Wazee Street  
Telephone Main 6667WAREHOUSES  
1821 Wazee Street  
Telephone Main 1632**Sprinkler System Warehouse**

Free Switching from All Railroads

Centrally Located in Shipping District

Storage of Merchandise and Household Goods

Household Goods Shipped to All Points  
at Reduced Rates

Distribution of Pool Cars Our Specialty

*Member*Central Warehousemen's Club  
Colorado Transfer Companies Association  
American Warehousemen's Association  
Denver Transfer Companies Association

Correspondence Solicited

## PUEBLO, COLO.

**Send Your Goods  
Where They Will  
Be Bought!**

The residents of Pueblo proper have two million dollars a month to spend. Thirty million a year besides are spent in Pueblo by the residents of the surrounding two hundred mile circle.

Put your goods into our house in Pueblo, where the quickest and cheapest movement to any part of this prompt-paying market is secured.

You could not ask for better service than we will give you. You will find no other region of the country more responsive to cultivation. Put a stock into Pueblo and prosper.

**S A G E  
Transfer & Storage Co.**

## TRINIDAD, COLO.

*The Place to Get Service***POPLE  
TRANSFER & STORAGE CO.**

## BRIDGEPORT, CONN.

**THE BRIDGEPORT STORAGE WAREHOUSE CO.**

No. 10 Whiting Street

Merchandise and Household Goods  
Warehousing and Distribution  
Private siding—Free switching  
Low Insurance—Prompt Service

## HARTFORD, CONN.

**FURNITURE STORAGE**

SEND US YOUR SHIPMENTS

Crating, Packing Pianos, Furniture and China  
Our Specialty**BARTLETT BROS.**

212 Asylum St., Hartford, Conn.

## HARTFORD, CONN.

Established 1850

Incorporated 1908

**Ship Freight in Care of  
The Bill Brothers  
Company****GENERAL TRANSFER AND  
FORWARDING AGENTS****46 Ann Street, Hartford, Conn.**

Superior Facilities for the Moving of Machinery, Safes, Furniture, Pianos, Etc. Household Effects of Every Description Properly Packed for Storage or Shipment

**STORAGE WAREHOUSES**

With Separate Apartments for Household Goods and Private Railroad Siding for Carload Shipments

## HARTFORD, CONN.

Tel. Connection Office: 335 Trumbull St.

Safety Vaults for Silverware

**GEORGE E. DEWEY & CO.**

JOSEPH M. FELCHAT Proprietor

Local and Long Distance

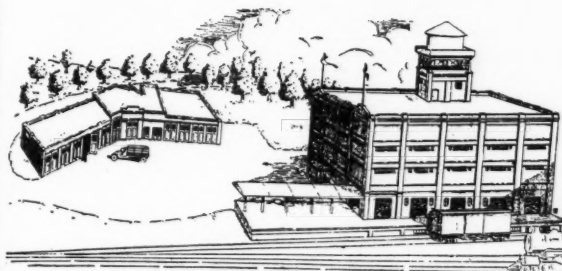
**FURNITURE AND PIANO MOVING**Packing, Crating and Shipping of  
PIANOS, FURNITURES, CHINA

Only Fireproof Storage Warehouse in Hartford

**HARTFORD, CONN.**

**Hartford Despatch and Trucking Company**

**Movers - Forwarders - Warehousemen**



**Hartford's New Fireproof Warehouse**

Here is offered the last word in a fireproof building especially designed for Warehouse purposes.

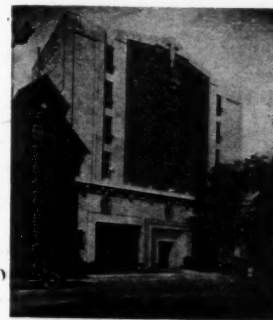
Members of  
AMERICAN WAREHOUSEMEN'S ASSOCIATION  
NATIONAL FURNITURE WAREHOUSEMEN'S ASSOC.  
CONNECTICUT WAREHOUSEMEN'S ASSOCIATION

**WASHINGTON, D. C.**

**Fireproof Construction Service-Promotion**

Regular Long Distance Hauling  
Baltimore to New York and  
Way Points-Services

**Smith Transfer & Storage Co.**  
1313 You Street, Washington, D. C.  
MEMBERS N. F. W. A.



**WASHINGTON, D. C.**



When in need of Merchandise Warehouse Service of any kind in

**WASHINGTON, D. C.**

*Call on Us*

**The Terminal Storage Co.**  
of District of Columbia

First and K Streets, N. E.  
B & O Sidings to Warehouses

**NEW LONDON, CONN.**

**B. B. Gardner Storage Co., Inc.**

18 BLACKHALL STREET

PIANO AND FURNITURE PACKER, MOVER AND SHIPPER

Safe Mover—Freight and Baggage Transfer—STORAGE

**WATERBURY, CONN.**

**The Ralph N. Blakeslee Company**

Est. 1859

Storage { Furniture      Trucking { Local and  
          { Merchandise                      { Long Distance

Large Padded VANS for Furniture Moving

Members N. F. W. A.

**WATERBURY, CONN.**

**Waterbury Storage Company**

John Moriarty, Inc., Prop.

Est. 1877

127 East Main St.

Elevators      Fireproof Buildings      Cap. 562 Rooms  
Members N. F. W. A.

**WASHINGTON, D. C.**

**KRIEG'S EXPRESS & STORAGE CO.**

Send Washington Shipments to

616 Eye St., N. W.

HOUSEHOLD GOODS EXCLUSIVELY  
PACKING SHIPPING CRATING

Non-Fireproof and New Fireproof Storage  
Personal attention given to all shipments and  
collections      Motor Trucks and Padded Vans  
MEMBERS OF N. F. W. A.

**WASHINGTON, D. C.**

**UNITED STATES STORAGE CO.**

418-420 TENTH STREET, N. W.



Distributors of Pool Cars

MEMBERS:

National Furniture  
Warehousemen's Association

Efficient and Courteous  
Service

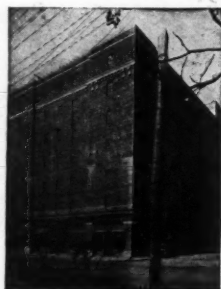
Modern Fireproof Warehouse

We are prompt in all things.

Member:  
American Warehousemen's Assn.



## JACKSONVILLE, FLA.



Member National Furniture  
Warehousemen's Association

**Deleher Bros. Storage Co.**  
459-61-63-65 Riverside Avenue  
**FIREPROOF WAREHOUSE**

Low Insurance Rate.

We Move, Pack, Store and Ship  
Household Goods

Distributing Pool-Car a  
Specialty

FLORIDA'S LARGEST  
Shippers of Automobiles  
for Tourists

## PENSACOLA, FLA.

**Ferriss Warehouse & Storage Co.**

HARRY P. FERRISS, PRES.

Receiving and Warehousing of General Merchandise in car-  
loads or less than carloads.  
Merchandise stocks carried and records kept for out-of-town  
concerns.

Cor. Chase & Alcinéz Streets

## TAMPA, FLORIDA

**JOBBERS WAREHOUSING COMPANY**

Storage, Distribution, Forwarding  
Hauling and Stevedoring

31,000 Sq. Ft. Floor Space  
Private R. R. Sidings and Docks, Deep Water

"Anything from Parcel Post to Steamship Cargoes"

## JACKSONVILLE, FLA.

**UNION TERMINAL  
WAREHOUSE COMPANY**

EAST UNION and IONIA STREETS

55 Rental Compartments

Track Capacity 52 Cars

Building of reinforced concrete with sprinkler system.  
Low Insurance Rate. Sub-Post Office and branch  
Western Union Telegraph. Joint Railroad Agent.  
L.C.L. freight loaded direct for line of road.

**GENERAL MERCHANDISE STORAGE  
AND FORWARDING**

Special attention to handling of pool cars.

## LAKELAND, FLA.

**YARNALL TRANSFER & STORAGE COMPANY**

Located in the center of the railroad and hard road district  
of South Florida.

If you are interested in making a 24 hour quicker delivery  
to your customers than you are now doing, write us.

Moving Packing Storing Distributing

## MIAMI, FLA.

**The John E. Withers Transfer &  
Storage Co., Inc.**

will give your shipments careful attention. Fireproof Warehouse.  
Facilities for distribution of pool cars. Moving, packing, ship-  
ping and storing Household Goods and merchandise.

Private Trackage Motor Equipment

1000-12 N. E. First Ave., Miami, Fla.

## ORLANDO, FLORIDA

**ORLANDO  
BONDED WAREHOUSE**

(INCORPORATED)

Sprinkler System—Accurate Accounting

**Auto, Furniture and Merchandise  
Storage**

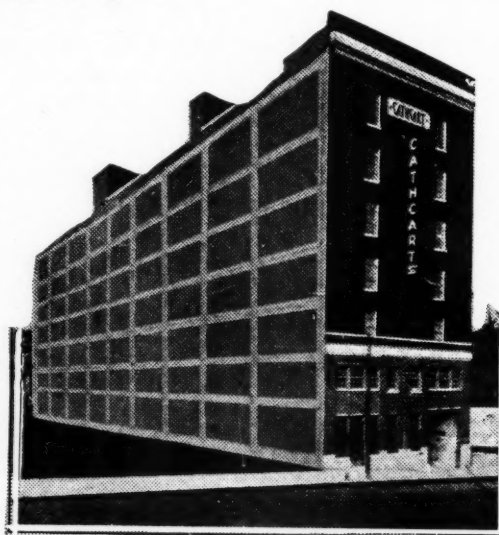
Distributing & Forwarding

Central Location Private Railroad Siding

The Center of, and the Growing City in

**FLORIDA is ORLANDO**

## ATLANTA, GA.



**CATHCART VAN AND STORAGE CO.**

HOUSEHOLD GOODS EXCLUSIVELY

THE MOST **MODERN WAREHOUSE** IN THE SOUTH

MEMBERS N. F. W. A.

THE advertiser

Who gets cold feet now

Will be cold all over

Two years from now.

—The Credit Monthly

ATLANTA, GA.

# SECURITY WAREHOUSE COMPANY

## ATLANTA, GEORGIA

STORAGE



DISTRIBUTION

**MERCHANDISE ONLY**

AUGUSTA, GA.

JAS. H. HOLLINGSWORTH *Established 1900*  
**THE HOLLINGSWORTH WAREHOUSES**  
**STORAGE, DISTRIBUTION AND FORWARDING**  
**MERCHANDISE ONLY**

We are in a position to render quick and efficient service. Located in the heart of the wholesale district and most convenient to all freight depots.

Private siding connecting with all railroads.

556 & 558 Walker Street

602 to 616 Sixth Street

SAVANNAH, GA.

### Savannah Distributing Company

MERCHANDISE STORAGE  
 TRACKAGE FACILITIES TO PLATFORMS  
 FIRE-PROOF STORAGE

**Insurance Rate 60c per Hundred**

Special Attention To Pool Cars  
 Low Storage and Handling Rates

ADJACENT TO WHOLESALE DISTRICT.  
 CONVENIENT TO ALL S. S. TERMINALS.

SAVANNAH, GA.

### Savannah Bonded Warehouse and Transfer Co.

General Storage—Re-Consigning  
 Distributing—Forwarding  
 Prompt and Efficient Service  
 Exceptional Facilities  
 Custom House Brokers

Track Connections with all Railroads and  
 Steamship Docks

Members American Chain of Warehouses  
 Members American Warehousemen's Association

R. B. YOUNG, President

302-316 Williamson Street

P. O. Box 985

Savannah, Ga.

BOISE, IDAHO

### PEASLEY TRANSFER & STORAGE COMPANY

STORAGE, TRANSFER AND FORWARDING  
 419 SO. EIGHTH STREET

The Men Who Distribute

**Postum Cereal**

Read DISTRIBUTION & WAREHOUSING  
 and consult the Shippers' Index

The Men Who Distribute

**Illinois Seeds**

Read DISTRIBUTION & WAREHOUSING  
 and consult the Shippers' Index

## BLOOMINGTON, ILL.



## FIVE TRUNK LINES AT OUR DOOR

**W**ITH such facilities for quick transportation, and the intelligent execution of orders we offer, there can be no doubt about the satisfaction of your customers. They receive their goods in excellent condition, on time, every time.

And no matter where you may be, five trunk lines afford direct connection to practically every part of the country. Your carload will be switched very seldom, never opened, and will take days less to reach us.

That means small freight expense, and practically complete elimination of damage and delay claims.

Such service to your customers never increases your cost of distribution. Generally the saving on carload freight pays our handling charges and leaves a nice margin. Ask for particulars.

# JOHNSON TRANSFER CO.

Bloomington, Illinois

## CAIRO, ILL.

### Cairo Storage and Forwarding Company

CAIRO, ILLINOIS & MOUNDS, ILLINOIS  
Incorporated—Bonded—Licensed  
COAST TO COAST SERVICE BY WATER OR RAIL  
SHIP US YOUR POOL CARS FOR DISTRIBUTION  
ALL RATES BREAK ON CAIRO

## CAIRO, ILL.

## Glynn's

### TRANSFER and FIREPROOF STORAGE

MOVING—PACKING—SHIPPING—STORING  
DISTRIBUTING POOL CARS  
Private Siding—Trucking Service—Member N.F.W.A.  
The Only Storage Firm in the City Who Own Their  
Fireproof Building

## CENTRALIA, ILL.

### A. J. McCLELLAND TRANSFER & STORAGE CO.

Fireproof Warehouses. Motor Truck Service.  
WE SPECIALIZE IN  
Freight and Long Distance Hauling.  
Storage of Household Goods—Merchandise.  
Packing Shipping

CHAMPAIGN, ILL.  
URBANA, ILL.

### WAGNER & SON

### TRANSFER—PACKING—STORAGE

Packers and Shippers for the TWIN CITIES  
Logan & Water Sts. Champaign, Ill.

## CHICAGO, ILL.



### Established 1892 BAER FIREPROOF WAREHOUSE CO.

POOL CAR DISTRIBUTORS  
Of Furniture and Pianos  
Collections Promptly Remitted  
Members the Chicago Association of Commerce  
Illinois F. W. Association, F. & P. M. Association  
General Offices: 1927-29 Milwaukee Ave., Chicago



## CHICAGO, ILL.

**BEKINS****HOUSEHOLD SHIPPING COMPANY**

Reduced Rates on Household Goods, Automobiles  
and Machinery

General Offices, 805 BEDFORD BLDG., Chicago  
NEW YORK, BOSTON, BUFFALO, CINCINNATI

## CHICAGO, ILL.

**CENTRAL****STORAGE & FORWARDING CO.**

2001 West Pershing Road

Operating

**CHICAGO'S FINEST MERCHANDISE WAREHOUSES**

On the great Chicago Junction Railway—In the world-famous Central Manufacturing District—The geographical center of Chicago.

No Switching Charges—No Cartage—No Delays.  
650,000 square feet of fireproof space. Insurance rate 7½¢

No Trap-Cars Here  
L. C. L. Freight Loaded Direct to Destination  
**WHY NOT USE THE BEST FACILITIES?**

## CHICAGO, ILL.

**Before you decide on your  
Chicago Warehousing connections,  
investigate the facilities and service  
of the—**

**Continental Warehouse Co.**  
416-434 West 12<sup>th</sup> Place — Chicago

*Sprinkled warehouses in the heart  
of the freight terminal district*

## CHICAGO, ILL.

**Currier-Lee Warehouse Co.**

427 West Erie St., Chicago, Ill.

**MERCHANDISE  
STORAGE EXCLUSIVELY**

MODERN BUILDINGS  
CONVENIENT LOCATION  
UP-TO-DATE METHODS

ADEQUATE FACILITIES  
LOW INSURANCE RATES  
EXPERIENCED EMPLOYEES



The Men Who Distribute

**Welch Grape Juice**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

## CHICAGO, ILL.

**EMPIRE  
STORAGE  
COMPANY**

**Fireproof  
Warehouses**

For Household Goods  
(Established 1891)



Carloads billed to our house track on  
Illinois Central Railroad at Fifty-first  
Street can be unloaded direct to our  
warehouse floor.

Low distribution rate on pool cars.



"Ship the  
Empire Way"

**EMPIRE STORAGE  
COMPANY**

52ND ST. AND COTTAGE  
GROVE AVE.

MEMBER  
National Furniture Warehouseman's Assn.  
Illinois

## CHICAGO, ILL.

More than 2,500 Package-cars  
are loaded daily by the Railroads  
serving Chicago.

These cars are consigned direct  
to more than 2,000 destination and  
gateway points.

G & W Trap-cars dove-tail with  
this Package-Car Service and in-  
sure to you the full enjoyment of  
the most comprehensive merchan-  
dise distribution service offered at  
any Distribution Center.

**GRISWOLD & WALKER, Inc.**

MERCHANDISE WAREHOUSES

1525 Newberry Avenue CHICAGO, ILL.

CHICAGO, ILL.

**HARDER'S****Fireproof Storage & Van Co.***Largest System of Fireproof Storage Warehouses in the United States***HOUSEHOLD GOODS**

This large group of modern storage plants, each located with a view to rapid and efficient handling of household goods and merchandise, should be on your list if you insist upon service.

We are expert handlers of household goods. In every branch of packing, moving, storage and shipping we excel. Safety deposit and silver vaults. Pool car distribution and city delivery service.

We remit promptly upon receipt of B/L

**MERCHANDISE**

Our merchandise storage and distribution facilities include private switches and sidings. Free switching. No haulage charges. Our shippers are always satisfied in their transactions with us.

**Pool Car Distributors**

Members N. F. W. A., A. W. A.,  
Ill. W. A.

OAKLAND  
Fortieth Street and Calumet Ave.  
KENWOOD  
4714-16 Cottage Grove Ave.  
WOODLAWN  
1117-19 East 63rd St.  
ENGLEWOOD  
6154-56 Wentworth Ave.  
STONY ISLAND  
6824-26 Stony Island Ave.  
BROADWAY  
4015-17 Broadway

**Harder's Fireproof Storage & Van Co.**

General Offices  
40th St. and Calumet Ave.  
Chicago

CHICAGO, ILL.

**"NO DELAYS"****Edward Lasham Co.**

Merchandise Storage

Pool Car Distributors

Teaming and City Delivery

Seventy-Five Motor Trucks and Wagons

Downtown Modern Warehouse

Switch Track Connections with All Roads

Served directly by Illinois Central, Michigan Central,  
Chicago & Northwestern and Chicago, Burlington &  
Quincy.

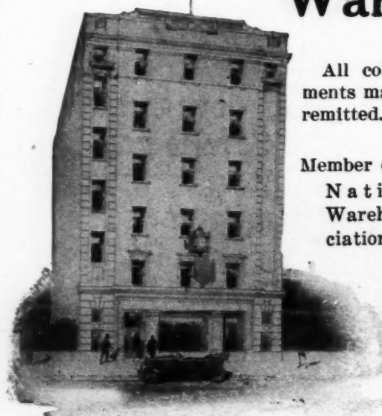
**EDWARD LASHAM CO.**

1559 S. State St.

Chicago  
Illinois

CHICAGO, ILL.

ESTABLISHED 1874

**HEBARD****Storage  
Warehouses**

All collections on ship-  
ments made to us promptly  
remitted.

Member of  
National Furniture  
Warehousemen's Asso-  
ciation, Illinois, New  
York and  
Southern  
Warehouse-  
men's Asso-  
ciation.

Our Seventh Warehouse  
on 6331-33 Broadway, near Devon Avenue, which will handle all  
Rogers Park or North Shore shipments.

Warehouses A-B-C-D, West Side, Ogden and Winchester Aves.  
Warehouses E-F, North Side, Sheridan Road and Sheffield Ave.  
Warehouse G, North Side, Broadway near Devon Ave.

CHICAGO, ILL.



CHICAGO, ILL.

**MERCHANDISE STORAGE  
FROSTPROOF**Very Low  
Insurance RatesCM&STP Ry. Track  
Inside Buildings**The Ontario Warehouse Co.**

Ontario &amp; Kingsbury Sts., Chicago, Ill.

Service is not a matter of big things alone, but  
of a multitude of things, many of them small,  
that contribute to a result that is more than just  
satisfactory.

## CHICAGO, ILL.

**Railway Terminal & Warehouse Company**  
444 W. Grand Ave.

### Merchandise Storage

Located in the heart of the wholesale district. Especially convenient for the warehousing of spot stocks for distribution among the wholesale grocers.

Side track facilities with free switching from all railroads entering Chicago.

**Modern Building—Low Insurance Rates  
Use Our Service**

## CHICAGO, ILL.

## Have Your Own Transfer Representative In Chicago

**I**F you desire to make store door delivery in Chicago, you should use our facilities. If you will load your shipments for Chicago and points beyond so as to make a carload, we will distribute and re-ship the consignment. Send us parcels and packages in any quantity for delivery and re-shipment by freight, express or parcel post for Chicago and beyond.

We team freight to connecting lines for loading in through cars the same day unloaded.

Our representatives are at depots and docks.

Your agents and your customers save time and annoyance, if shipments are sent in our care.

Ask any railroad freight man about us.

Members of the Credit Men's Association.

Authorized Railroad Freight Transfer Agents.

**Jos. Stockton  
Transfer Co.**  
1020 So. Canal St.  
Chicago, Ill.

## CHICAGO, ILL.

### Soo Terminal Warehouse

519 W. Roosevelt Road Chicago, Illinois

*Merchandise Storage and Distribution  
Pool Cars Efficiently Handled*

We will deliver via the Chicago tunnel to any trunk line, freight house floor, excepting the Pierre Marquette Railroad, your shipments destined for points beyond Chicago; also we will make shipments for you over the Aurora & Elgin electric line and its connections, which gives over-night service. All without cartage charges.

**"THE ECONOMICAL WAY"**

## CHICAGO, ILL.



**W**rite or  
ire  
**ESTERN**

**W**hen you  
ant a  
**AREHOUSE**

AT

**C**HICAGO



**SAVE TIME, MONEY and WORRY**

in reaching your Western customers by using the up-to-date storage and traffic facilities of the *Largest Public Warehousing Unit West of the Atlantic Seaboard.*

HALF A MILLION square feet of the best floor space in Downtown Chicago devoted exclusively to the "open" storage of Quality merchandise. Insurance, 18.9c per \$100 per annum.

"At the Edge of the Loop," close to Chicago trade.

STOCKS CARRIED for local and out-of-town concerns. Storage-in-transit. Prompt rail shipments anywhere, without cartage. Pool cars broken. Automobile storage and reshipment a specialty. Negotiable Receipts issued.

Write us now; we know how.

**WESTERN WAREHOUSING COMPANY**

MERCHANDISE WAREHOUSES

POLK STREET TERMINAL, PENNSYLVANIA SYSTEM

329 West Polk Street

CHICAGO

WILSON V. LITTLE, Superintendent





**CHICAGO, ILL.****TOOKER STORAGE & FORWARDING CO.**

MERCHANDISE WAREHOUSEMEN

Pool Cars Distributed  
Minimum Handling Expense  
Building Equipped  
With Sprinkling System  
Motor Truck Service

New York Office  
and  
Warehouse:  
28th St. & 11th Ave.  
Erie R. R. Tracks  
Tel. Chelsea 7845-7846

Chicago Office  
and  
Warehouse:  
Clark & 14th Sts.  
Erie R. R. Tracks  
Tel. Victory 2360-2429

**MATTOON, ILL.**

Est. 1884—Inc. 1911

**F**ORTY YEARS of efficiently and economically distributing merchandise. Forty years of storing, packing, shipping and receiving household goods. When dealing with a firm of our age, you are assured of service that cannot be bettered. Our thirteen motor trucks reach every part of Central Illinois over new hard roads at extremely reasonable rates.

**HAYES****TRANSFER & STORAGE CO.**

113-121 North 15th Street

Private Siding. Pool Car Distribution.

**DANVILLE, ILL.****Danville Transfer & Storage Co.**

C. B. Hall, Pres.

G. W. Orr, Secy. &amp; Treas.

The only fireproof warehouse in Danville. Storage for household goods and Merchandise Distributing. Conveniently located in the heart of the wholesale district. Private siding to warehouse, and free switching from all railroads.

Low Insurance Rate

Danville is the breaking point of Eastern and Western Classification of freight rates, making a most convenient point for the distributing or storage of carloads.

Members American Chain of Warehouses.  
Members National Furniture Warehousemen's Assn.  
Members Illinois Furniture Warehousemen's Assn.

**ROCKFORD, ILL.***"The Choice of the Greatest Industries"***DECATUR, ILL.**

Decatur's Pool Car Distributors  
Private Switch for Merchandise Consignments

**HAMMAN BROS.**

TRANSFER—STORAGE—PACKING—SHIPPING

Members N. F. W. A., I. F. W. A., C. W. A. of Ill.

William &amp; Broadway St.

Decatur, Ill.

**DECATUR, ILL.****MERIDITH STORAGE CO.**

320-350 E. Cerro Gordo

STORAGE AND DISTRIBUTION

Railroad frontage. Three blocks to all freight depots.

VANS—TRUCKS—DRAYS

Member I.F.W.A.—N.F.W.A.—C.W.A.—I.A.W.

**ELGIN, ILL.****Consign To Us To Reach The Fox River Valley**

We are located at the entrance to one of the most prosperous agricultural and dairy sections in the country—convenient to nearly a hundred good sized towns.

By interurban and rail connections we handle promptly cars of merchandise and household goods consigned to us. Several modern plants for storage are available. Consign to us. We know how.

ELGIN STORAGE &amp; TRANSFER CO., 60-62 River Street, Elgin, Ill.

The Men Who Distribute

**Campbell Soups**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

**ROCK ISLAND, ILL.**

Why not give better

**S E R V I C E**

to your customers

by carrying a stock or breaking pool cars at

**ROCK ISLAND, ILLINOIS  
ON THE MISSISSIPPI RIVER**

Where rates break

Private Switch—C.B.&amp;Q., C.R.I.&amp;P., C.M.&amp;S.T.P.

Daily deliveries to Moline, Ill., and Davenport, Iowa.

Low Insurance Rates

Prompt and Accurate Reports and Inventories  
Traffic Experts

Send for our Freight Rate Circular showing average cost of distributing for this territory through our house.

Members A.W.A., A.C. of W., C.W.C., N.F.W.A., etc.

**Rock Island Transfer & Storage Co.**

101-115 17th Street

Rock Island, Ill.

**SPRINGFIELD, ILL.**

**Merchants Transfer & Storage Co.  
BONDED WAREHOUSE**

STORAGE, PACKING, MOVING AND SHIPPING  
HANDLING MERCHANDISE CARS A SPECIALTY  
HEAVY AND LONG DISTANCE HAULING  
1000 EAST MONROE STREET  
SPRINGFIELD, ILL.

**FORT WAYNE, IND.**

WALTER A. BORGMANN, Pres. CHRISTIAN F. BORGMANN, Sec'y-Treas.

**BROWN TRUCKING COMPANY**

MOVING, DISTRIBUTING, STORAGE  
AND GENERAL TRANSFER

Pool Cars

Office 125 W. Columbia Street

**FORT WAYNE, IND.**

**Fort Wayne Storage Company  
FORT WAYNE, INDIANA**

*General Merchandise  
Storage and Forwarding*

**FORT WAYNE, IND.**

Located in Center of Business District

**PETTIT'S STORAGE WAREHOUSE CO.**

"FIREPROOF"

STORAGE, TRANSFER, DISTRIBUTION  
Merchandise Warehousing and Forwarding and Sample Space  
SERVICE COUNTS

We have our own truck line and are equipped to make prompt deliveries.  
EXPERIENCED MEN IN CHARGE  
Special attention to Pool Car Distribution.  
Consign your merchandise to us for efficient service.



PRIVATE SIDING

The Men Who Distribute

**H. O. Cereal**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

**INDIANAPOLIS, IND.**

**The American Warehouse Co.  
211 West South Street**

Merchandise Warehousing and Distribution  
FIREPROOF Motor Truck Service  
C. C. C. & St. L. Ry. Siding. Free switching from other  
Railroads

**INDIANAPOLIS, IND.**

**BRYANT & SON  
TRANSFER CO.**

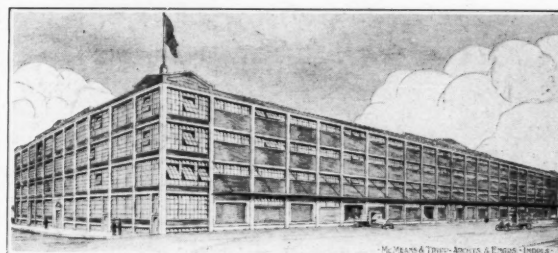
238 S. ILL. ST.

INDIANAPOLIS

*Same Day Delivery on L. C. L. Shipments*

We do all theater business in city, and most of  
the hotel work. Fifteen vehicles in service, cover-  
ing all parts of the city daily. We cater especially  
to L. C. L. shippers who want QUICK service.  
Zoned map of city and rates on application.  
Reference any hotel or theater in city.

**INDIANAPOLIS, IND.**



**Your problem of distribution  
in Indiana—**

CAN be solved most efficiently and economi-  
cally, by shipping carload lots to our In-  
dianapolis Warehouses. We are well equipped  
to make quick deliveries from here to any point  
in the state.

Our splendid new, modern, fireproof Warehouses  
with direct trackage and free switching facilities  
together with our highly efficient method of  
checking pool cars, enables us to serve you to  
best advantage in Indiana. Our service includes,  
receiving, forwarding, packing, distribution and  
storage. Remember in Indiana, it's

THE

**Central Public Warehouse**

**INDIANAPOLIS, IND.**

**D. & D. TRANSFER & STORAGE CO.**  
Indiana Licensed Class A Warehouse  
221-25 W. South Street.

Modern, Concrete, Vacuum Sprinkled, Steam Heated Building for the  
Storage and Distribution of Merchandise.

Private R. R. Siding—Free Switching.

Over 21 Years Continuously Serving

Local and National Firms

**INDIANAPOLIS, IND.**

**Indiana Terminal Ware-  
house Co.**

See our advertisement on front inside cover page

## INDIANAPOLIS, IND.

INDIANA'S  
LEADING  
WAREHOUSE  
SERVICE  
FIRST

INSIDE TRACKAGE  
FOR 10 CARS  
SIX ELEVATORS

**HENRY COBURN  
STORAGE & WAREHOUSE CO.**  
INDIANAPOLIS, IND.

STORAGE AND DISTRIBUTION  
OF  
GENERAL MERCHANDISE

No Delays During Switching  
Elevated Tracks



Pool Cars and Prompt Delivery Service a Specialty  
MOST CENTRALLY LOCATED

## INDIANAPOLIS, IND.

**INDIANAPOLIS WAREHOUSE CO.**

Our Service consists of—Warehouse for Manufactured Articles, Trucks for Drayage Equipment. Prompt shipment, and reports as you want them.

We are, in fact, ready to be your Shipping Department. Located in the heart of the U. S. A., within 12 to 24 hours of your customers in Indiana, Ohio, Illinois, Kentucky and Michigan. Insurance rate, 30c—extra hazardous goods not taken. Six-story and basement, heavy mill construction, sprinkler equipped, A. D. T. Watchman Service. 150,000 square feet heated to 50°. We solicit your business and refer you to any of our customers as to our ability to do it right.

**Railroads:**

Penna. Ry.; O. C. C. & St. L. Ry.; C. I. & W. Ry.; L. E. & W. Ry.; Ills. Central Ry.; C. I. & L. Ry.  
18 Traction Freight Lines.

**The Indianapolis Warehouse Co., Inc.**

FRANK A. TODD, V. P. and Gen'l Mgr.  
West New York and Canal

INDIANAPOLIS

INDIANA

## INDIANAPOLIS, IND.

Est. 1895

**OTTO J. SUESZ**

WAREHOUSE WALNUT AND PINE STS.

Big 4. New York Cen. Lines. L. E. W. R. R. Siding.  
Make your local and carload shipments in care of us and we can make prompt delivery. All Auto Delivery.

PACKING SHIPPING STORAGE HAULING

**THE PURCHASING POWER**

of the field covered by

**Distribution and Warehousing**

is that of an industry with a  
total investment of more than

\$1,000,000,000.00

## INDIANAPOLIS, IND.

**TRIPP WAREHOUSE COMPANY**

INDIANAPOLIS, INDIANA

**MERCHANDISE STORAGE**

AND

**DISTRIBUTION**

Located in Heart of Wholesale District

Low Insurance Rates

Motor Truck Service

Negotiable Receipts Issued and Acceptable by All Bankers  
Throughout the Country

Trackage, 25 cars.

Machinery and Automobile Storage



**SOUTH BEND, IND.**

**WARNER WAREHOUSE CO.**

**Merchandise Storage and Distribution**

New York Central Siding—Free Switching—Pool Car Distribution—Negotiable Warehouse Receipts Issued.

American Warehousemen's Assn.  
Members: Central Warehousemen's Club  
American Chain of Warehouses

**SOUTH BEND, IND.**

**Woodworth's Storage and Transfer**

New Fire-Proof Storage Warehouse with Special Rug and Trunk rooms also Steam Heated Piano room. Up-to-date Vans for moving. Moving and erecting Heavy Machinery a Specialty.

Member: National Furniture Warehousemen's Association, Indiana Transfer Men's Association.

409-11 S. St. Joseph Street, South Bend, Indiana  
J. P. Woodworth, Proprietor

**BURLINGTON, IOWA**



**Solicits Your Shipping on This Basis**

One day delivery to Omaha, Twin Cities, Chicago, and St. Louis. Clean storage and efficient handling. On main line C. B. & Q. Free switching on all roads. Low insurance. Pool cars handled promptly. On shipment originating east of Chicago, we can distribute to entire State of Iowa cheaper than if handled through Des Moines. Let our traffic department show you. Rates quoted promptly.

**Mercer Transfer & Storage Co.**  
Burlington, Iowa

**CEDAR RAPIDS, IOWA**

**Cedar Rapids Transfer Co.**

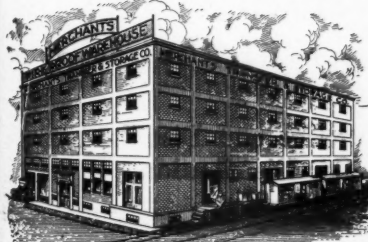
Fireproof Warehouse Motor Truck Service

Distributing and Warehousing All Classes of Merchandise, Household Goods and Automobiles  
290,000 Square Feet Storage Space

**DAVENPORT, IOWA**

JOSEPH SCHICK, PRES. 41 years in business

**New Fireproof Warehouse**



for Storage of Merchandise and Household Goods  
Distributors and Forwarders

for Davenport, Iowa, Rock Island, Moline, and East Moline, Illinois and the Middle West

Private R. R. Siding.  
Free Switching  
Pool Car Distributors

**Merchants Transfer and Storage Company**  
Davenport, Iowa

The Men Who Distribute

**Dennison Paper Products**

Read **DISTRIBUTION & WAREHOUSING** and consult the Shippers' Index

**DAVENPORT, IOWA**

**WHERE THE WEST BEGINS**

Reliable for 20 Years



Fireproof Warehouse, on Trackage—In the Business and Shipping District of Davenport

Reference 93—Nationally Known Firms Using Our Distributing and Warehouse Service

**WHY—THIS PREFERENCE?**

**1st Reason**

Reliability  
Promptness  
Courtesy

**2nd Service**

Branch facilities  
Modern Equipment  
Own line of trucks

**3rd Opportunities**

Davenport, West Bank Miss. River breaking point of freight rates  
Freight saving on C. L. more than covers L. C. L. to ultimate destination; 24 hr. delivery radius 200 miles. 48 hr. delivery radius Mo. River points.

**4th Location**

Central—1 to 5 blocks to Jobbers and Depots on trackage—no switching charge Rock Island & Moline, Ill. adjoining with regular delivery service.

**5th Advantages**

Traffic Dept. to assist the Mfr. on rates, cost and saving.  
Reshipments to your trade, invoicing and proportioning freight charges.  
Clerical work, accurate, dependable.

**6th Result**

Appreciation and recommendation from 93 satisfied Manufacturers and Distributors means our success.

**7th Allow Us to Prove It**

Write us or any firm we serve  
Let us help solve your problems.

**Ewert & Richter Express and Storage Co.**  
Davenport, Iowa

**DES MOINES, IOWA**

**When You Think  
Of IOWA—Think  
BLUE-LINE  
Storage Company**

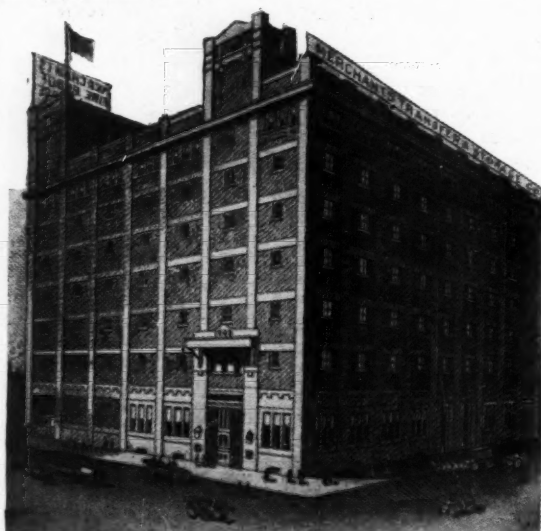
**The Shortest Distance Between  
Sales and Delivery Increases Sales**

Our facilities for handling spot stocks are unequalled in Iowa—can save you money by routing all shipments through Des Moines. Private tracks handling sixteen cars at same time, free switching service, fireproof warehouses and a reputation established by serving such firms as the Curtis Publishing Co., Sun Maid Raisin Growers, Postum Cereal, Corn Products Corp., and many others assure you of reliable and reasonable service. Rates furnished promptly.

**Blue Line Storage Co.**

L. E. Stone, Mgr.  
Des Moines, Iowa

## DES MOINES, IOWA



*200 Package Cars leave Des Moines daily, furnishing 24-hour service to surrounding territory.*

## Close to Iowa's Pocketbook

The per capita wealth for Iowa is \$3,539. The per capita wealth for the remainder of the United States is \$1,965.

No point in Iowa is over 12 miles from a railroad and Des Moines is only 200 miles from the geographic center of the United States.

By placing your spot stocks on our floors you can have 24 hour service to extreme Iowa points.

Was there ever a better chance for the Traffic Manager to give the Sales Staff solid backing?

Our service means easier sales next time the traveling man calls. Deliveries in good order mean bigger repeat sales.

Easily available stocks are turning faster, resulting in more frequent profits, the economy of using our service adds another width to your margin of profit.

# MERCHANTS

## TRANSFER & STORAGE CO.

Ninth and Mulberry Streets, Des Moines, Iowa

AWA

Members  
NFWA

CWC

## DES MOINES, IOWA

### RED LINE Transfer & Storage Co., Inc.

*Merchandise and Furniture Warehouse  
Distributors and Forwarders*

Send Your Pool Cars in Our Care  
New Fire-Proof Warehouse  
Teams or Auto Trucks for Hauling  
Free Switching on All Railroads to Our  
Warehouse

515 East Court Ave. Des Moines, Iowa

## OTTUMWA, IOWA

### DAGGETT TRANSFER AND STORAGE

Special Attention Given to Merchandise  
Distribution and Pool Car Shipments

MEMBERS:  
Central Warehousemen's Club  
National Furniture Warehousemen's Association

## SIOUX CITY, IOWA

### JOHNSON Van & Storage Co., Inc.

Merchandise Storage and Distribution  
Pooled Car Distribution  
Private Siding

*We appreciate your Business*

## DES MOINES, IOWA

### WARE TRANSFER & STORAGE CO.

Furniture Moved, Packed, Stored, Shipped  
We Specialize in City Distribution  
Covering All Sections of City Daily

IOWA'S LARGEST PIANO MOVERS

Office and Warehouse, 12th and Keesauqua Way  
Member I. W. A.

## MARSHALLTOWN, IOWA

### EWING of MARSHALLTOWN

Connects with three railways, distributes pool cars and spot stocks, stores, moves and ships furniture, hauls by truck, and doesn't charge too much. If you've got anything for Iowa, "Send It To Ewing."

EWING TRANSFER CO.,

Marshalltown, Iowa

## SIOUX CITY, IOWA

Pianos, Safes and Heavy Hauling  
If It's Routed to or Through Sioux City, Bill It to

### ROSENTHAL

Fireproof and Steam Heated Storage  
300 Iowa Street, Sioux City, Iowa

## SIOUX CITY, IOWA.

# RATHBUN Van & Storage Co.

You built your factory to make things in, not to store them. Storage is the business of warehouses. Release that valuable factory space for manufacturing, and put the goods where your customers in Iowa, Nebraska, Kansas, Minnesota and the Dakotas can get them sooner.

We act as your western shipping room, having five railways right at our doors. Ship by carloads, and more than pay our charges out of the savings. Write for tariff on your goods.

## WATERLOO, IOWA

## IOWA WAREHOUSE CO.

Fireproof Warehouse Motor Truck Service

Distributing and Warehousing All Classes of Merchandise, Household Goods and Automobiles

## HUTCHINSON, KANSAS

## MERCHANTS TRANSFER & STORAGE CO.

EST. 1900

We operate separate warehouses for storage and distribution of both

## Household Goods and Merchandise

We are equipped to render every warehousing service and three railroads serve our warehouses with private sidings, eliminating handling charges and assuring you of maximum service.

Qualified by twenty-three years' experience to represent you in this territory.

Located on  
Rock Island, Santa Fé, Missouri Pacific  
13 First St., West

## KANSAS CITY, KANSAS

## THE INTER-STATE TRANSFER & STORAGE COMPANY

PACKING, MOVING, STORING AND SHIPPING

1106-8-10 North Fifth Street

L. J. Canfield, Proprietor

Both Telephones 0075

We handle approximately 75% of all the freight shipped to Kansas City, Kan.—  
L. J. Canfield.

## PITTSBURG, KANSAS

## Best Location for KANSAS, MISSOURI, and OKLAHOMA MERCHANDISE STORAGE and POOL CAR Distribution

Located on the Atchison, Topeka & Santa Fe, Joplin-Pittsburg, Kansas City Southern, Missouri Pacific, and St. Louis & San Francisco Railways.

PITTSBURG TRANSFER & STORAGE CO., Inc.  
P. O. Box 527

## TOPEKA, KANSAS.

N. F. W. A. A. W. A. C. W. C.

## THE TOPEKA TRANSFER & STORAGE CO., Inc.

Established 1880

## Three houses for Merchandise—Household Goods

Our private switch connects with the A. T. & S. F., C. R. I. & P., U. P., and M. P. Free switching. Motor van, packing and reconditioning services. Prompt remittance of advanced charges and collections. POOL CAR DISTRIBUTION and shipment from spot stocks of merchandise at low rates, accurately and promptly. Consign a carload for a test.

## WICHITA, KANSAS

Our Insurance Rates Are the  
Lowest

Select your Warehouseman as you would your  
banker.

"Service Is Our First Consideration"

## BROKERS OFFICE & WAREHOUSE CO.

"BONDED"

143 No. Rock Island Avenue

STORAGE, DISTRIBUTION and FORWARDING

Centrally located in the jobbing district and to the Railway Stations.

M. E. CUYKENDALL, Mgr.

New

Fireproof

Reliable

## WICHITA, KANSAS

A. F. JONES, Pres.

E. W. JONES, Vice-Pres.

L. B. JONES, Treas.

J. H. BRUGH, Sec., Gen. Mgr.



General Warehousing  
Storage, Forwarding and Distributing

300,000 SQUARE FEET

CAPITAL \$100,000.00



## Three Warehouses (Fireproof)

Low Insurance. Complete Retail Connections. We Lend at Current Rates Upon Our Own Warehouse Receipts.

## UNITED WAREHOUSE CO.

Wichita, Kansas  
115 N. Meade & 815 E. 2nd

Kansas City, Mo.  
2114 Central St.



## WICHITA, KANSAS

**Best Distributing Point for the Southwest**

Warehouse 25,000 square feet floor space. Free switching privileges. A., T. & S. F., C., R. I. & P., Mo. Pac., Frisco, Orient and Midland Valley Railroads. ARE YOU looking for a firm that will handle your shipments PROMPTLY—EFFICIENTLY—COURTEOUSLY in Wichita?

If so, consign your shipments—Care of

**Southwestern Transfer and Storage Company**  
Office—421 N. Water St.  
Warehouse—428-432 N. Wichita St., Wichita, Kansas  
POOL CAR DISTRIBUTORS Correspondence solicited

## LEXINGTON, KY.

**UNION TRANSFER & STORAGE COMPANY**

INCORPORATED

**Merchandise and Furniture Storage  
Distributors and Forwarders  
Warehouses on Private Sidings**

Member of American Chain of Warehouses

LEXINGTON

KENTUCKY

## LOUISVILLE, KY.

**FIREPROOF STORAGE CO., Inc.**

308-14 West Liberty St.,

Located in center of MAIN BUSINESS SECTION  
Only absolutely FIREPROOF STORAGE WAREHOUSES  
in our city

Assembling and Distributing Car Shipments a Specialty  
Prompt attention given to collections

## LOUISVILLE, KY.

**Carry Spot Stocks in Louisville**

Where Concentrates the Golden Flood  
of Ohio River Valley Commerce  
Louisville Public Warehouse Co.  
Louisville, Kentucky

W. N. Cox, President

E. H. Bacon, Vice-President



## LOUISVILLE, KY.

**SAFETY TRANSFER AND STORAGE CO., INC.**

"Louisville's Leading Movers & Packers"

Clay and Main Streets  
We Move, Pack, Store and Forward Household Goods  
Member N. F. W. A.

The Men Who Distribute

**Pacific Coast Cones**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## ALEXANDRIA, LA.

**ALEXANDRIA  
In the Heart of Louisiana**

The meeting point of seven roads  
giving quick service to nearly  
every town and city in state

NOW IN OUR NEW BRICK AND CONCRETE WAREHOUSE WITH PRIVATE SIDING ON C. R. I. P. RAILROAD. THE FOLLOWING NATIONALLY KNOWN CONCERNS USE OUR SERVICE. WHY NOT YOU?

The Procter & Gamble Dis. Co. . . . . Memphis, Tenn.  
The Ohio Match Co. . . . . Wadsworth, Ohio  
The Borden Co. . . . . New York, N. Y.  
Kellogg Toasted Corn Flake Co. . . . . Battle Creek, Mich.  
Sears, Roebuck & Co. . . . . Chicago, Ill.  
Montgomery Ward & Co. . . . . Chicago, Ill.  
Shapleigh Hdwe. Co. . . . . St. Louis, Mo.  
Simmons Hdwe. Co. . . . . St. Louis, Mo.  
Federal Match Corporation . . . . . New York, N. Y.

We Also Serve the Leading Louisiana Concerns  
**TRY US**

Your inquiries Will Receive Prompt Attention

**Carnahan's Transfer & Storage**  
Second and Xavier Street

Alexandria

Louisiana

Members { American Warehousemen's Ass'n.  
National Furniture Warehousemen's Ass'n.

## NEW ORLEANS, LA.

**NEW ORLEANS, LA.**

2ND PORT, U. S. A.

All cement warehouses, low insurance,  
low handling costs.

Only one-half square from Mississippi  
River.

Track facilities for seventy-three (73)  
cars at one time.

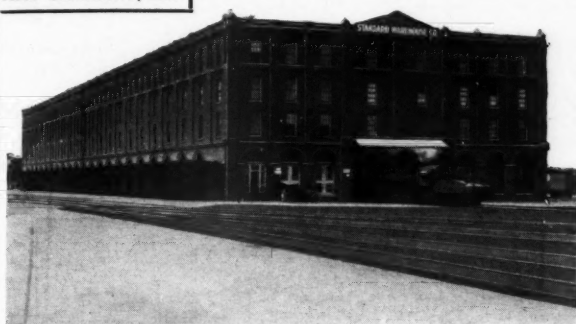
Operated in conjunction with Dennis  
Sheen Transfer, Inc., oldest and most  
complete hauling corporation South.

Electrical unloading and piling devices  
built to eliminate any damage in handling.

Excellent switching connections, with  
all lines entering New Orleans.

**INDEPENDENT WHSE. CO., Inc.**  
New Orleans, La.

## NEW ORLEANS, LA.



## All You Desire

Volume of freight is, of course, accompanied by extent of facilities. Handling a volume second only to New York, New Orleans offers shippers first-class mediums of distribution.

An intelligent, expert use of these facilities is offered by our traffic department. Pool cars are distributed and spot stocks forwarded without friction or astrays. Our 100,000 feet of space is amply served by 800 feet of platform, where forty trucks may be simultaneously loaded for city and interurban delivery. Our switch tracks are inside the building, guaranteeing perfect protection.

Export and import matters can be safely left to us.

## STANDARD Warehouse Company, 100 Poydras St., New Orleans, La.

## BANGOR, MAINE

## GUY P. BAILEY

Storage Warehouse  
75-85 French Street

Household Goods and General Merchandise  
POOL CAR SHIPMENTS

## BANGOR, MAINE

## McLaughlin Warehouse Co.

Established 1875

Incorporated 1918

General Storage and Distributing  
Capacity 70,000 Sq. Ft.

Rail and Water Connection  
Private Siding Capacity, 15 Cars.

Member:

American Warehousemen's Association  
American Chain of Warehouses

The Men Who Distribute

## Crystal Domino Sugar

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## PORTLAND, MAINE

## Galt Block Warehouse Company

PORTLAND, MAINE

### STORAGE, GENERAL MERCHANDISE AND HOUSEHOLD GOODS

Private track, sprinkler equipped, low insurance rate. Storage in Transit on Flour, Cereals and Canned Goods.

Office, 20 Commercial Street, Portland, Maine  
J. S. SAWTELLE, Manager.

## BALTIMORE, MD.

Phone Gilmor 3000.

THOS. H. VICKERY, President.

### BALTIMORE STORAGE & MOVING COMPANY

1710 to 1720 Edmondson Ave.

Members { N. Y. F. W. A.  
Balt. F. W. A.

Fireproof W'h's'e in rear

## BALTIMORE, MD.

Low Insurance Rates

### Merchandise Warehousing

&

### Distribution

Complete modern Warehouse Service  
to all shippers.

Pool-Cars a Specialty

Located in heart of wholesale district

### CENTRAL WAREHOUSE CO.

517 to 525 W. Baltimore St.

"We Give Service, Don't Promise It."

## BALTIMORE, MD.

## FIDELITY STORAGE CO.

2104-6-8-10 Maryland Avenue

Household Goods Exclusively  
Your Clients Efficiently Served  
All Collections Promptly Remitted

MEMBERS

Baltimore Furniture Warehousemen's Association.  
National Furniture Warehousemen's Association.

Baltimore's Modern Fireproof Warehouse

The Men Who Distribute

## Swift &amp; Co. Products

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## BALTIMORE, MD.

**THE KAUFMAN FIREPROOF  
STORAGE WAREHOUSES**

Chas. H. Kaufman, Prop.

General Offices

524 to 530 W. Lafayette Ave., Baltimore, Md.

## Warehouses:

524-534 W. Lafayette Ave.  
532-534 W. Lafayette Ave.  
1404-1406 Division St.  
1405-1407 Brunt St.

## Members:

N. F. W. A.  
A. W. A.  
Balt. F. W. A.**MOTOR VANS FOR LONG  
DISTANCE HAULING**

## BALTIMORE, MD.

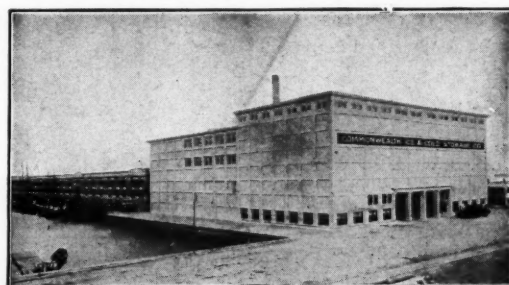
*Established 1879***MONUMENTAL STORAGE  
& CARPET CLEANING CO.**1110-1116 PARK AVENUE, BALTIMORE,  
MD.

ABSOLUTELY FIREPROOF WAREHOUSE

*Furniture Storage — Packing — Moving  
Carpet Cleaning*

Members N. F. W. A. and B. F. W. A.

## BOSTON, MASS.

**For Service in Boston  
It's Commonwealth***Where Rail Meets Sail**Cold storage for all classes of perishable merchandise.  
Directly connected side track on New York, New  
Haven & Hartford.**General storage space for all classes of merchandise.  
Perfect local distribution facilities.***COMMONWEALTH  
ICE AND COLD STORAGE CO.**

220 Northern Avenue, Boston, Mass.

## BALTIMORE, MD.

**Security Storage & Trust Company***Resources Over One Million Dollars*

15 W. North Avenue

FIREPROOF WAREHOUSES

MOTOR EQUIPMENT

EFFICIENT SERVICE

TO WAREHOUSEMEN

*Members of  
Baltimore Furniture Warehousemen's Association  
National Furniture Warehousemen's Association*

## ARLINGTON, MASS.

**ARLINGTON STORAGE WAREHOUSE**

20 Mill Street, Arlington, Massachusetts

Fireproof and Semi-Fireproof Sec-  
tions

Household Goods Exclusively

Modern Heated Piano Room

Separate Locked Rooms for Fur-  
nitureFirst-Class Auto-Truck Service  
Packing and Shipping Anywhere  
Consignments Solicited

## BOSTON, MASS.

**GIBBS EXPRESS CO. YETTEN'S STORAGE**

ESTABLISHED 1845

232 State St.

Tel. Richmond 3408

General Merchandise Distribution and Warehousing  
We operate 6 motor trucks and 6 horse drawn vehicles

## BOSTON, MASS.

Francis E. Buckley, Mgr.

Established 1880

**Dorchester Fireproof  
Storage Warehouse***Convenient to All Boston  
Freight Depots*A MODERN CONCRETE BUILDING  
OF FIREPROOF CONSTRUCTION**PACKING—MOVING  
—SHIPPING***Our Service Is Complete**Your Boston Shipments Will Receive Our  
Particular Attention***Ship L.C.L. All Roads, Boston, Mass.**

SHIP CAR LOAD

N. Y. C. &amp; B. &amp; A. Huntington Ave. Yards, Boston, Mass.

SHIP CAR LOAD

N. Y., N. H. &amp; H. Mass. Ave. Yards, Boston, Mass.



BOSTON, MASS.



FURNITURE AND PIANO MOVERS

## HOME, OFFICE and LONG DISTANCE MOVING

Having a five story building comprising forty-one thousand square feet devoted exclusively to the Packing and Storing of Household Goods and Office Furniture for shipment.

We are the largest concern in New England doing this kind of work, operating a fleet of trucks for intercity and interstate shipments, also take care of your collections and represent you at this end.

Main Office and Packing Dept.

79 Broadway

South Boston

Intown Office

28 Bromfield Street

Boston

BOSTON, MASS.

## Northern Avenue Stores and Dock Corporation

New Haven Terminal Stores

308-316 Congress Street, Boston, Mass.

Direct Track Connection

New York, New Haven & Hartford Railroad

Dockage for Steamers and Vessels

## Storage of Wool, Leather and General Merchandise

Fort Hill Storage Warehouse

415-429 Atlantic Avenue

76-86 Purchase Street

General Merchandise

George W. Blinn, Manager

BOSTON, MASS.

## Quincy Market Cold Storage and Warehouse Co. STORAGE FOR FREE AND BONDED MERCHANDISE

Special Attention  
Given to  
Distribution



Charles River Stores, 4,776,000 cu. ft. Fireproof construction — Lowest Insurance Rates. Direct track connection with the Boston & Maine R. R. Deep Water Connection — Dock 500 ft. long.

Albany Terminal Stores, 1,430,000 cu. ft. Fireproof construction — Lowest Insurance Rates. Direct track connection with the Boston & Albany R. R.

Constitution Stores, 623,000 cu. ft. Battery Wharf, 1,500,000 cu. ft. Wharfage and Storage. Connects with all railroads via Union Freight R. R.

Summer Street Stores, 2,000,000 cu. ft. Fireproof construction. Lowest Insurance Rates. Direct track connection with the New York, New Haven & Hartford R. R.

**GEORGE S. LOVEJOY, Manager, General Storage Department**  
Main Office: 178 Atlantic Ave., Boston, Mass.

**BOSTON, MASS.**

H. H. WIGGIN, PRESIDENT

S. G. SPEAR, TREASURER

**TERMINAL WHARF AND RAILROAD WAREHOUSE COMPANY**

50 Terminal Street

Charlestown District, Boston



Mystic Stores, Charlestown  
Boston & Main siding  
Adjoins Mystic Wharf

E Street Stores, South Boston  
Direct R. R. connection with N. Y.,  
N. H. & Hartford

**Storage of Wool, Cotton and  
General Merchandise**

LOWEST INSURANCE RATES  
DIRECT TRACK CONNECTIONS  
BOSTON & MAINE R. R.

SHIPPING DIRECTIONS  
MYSTIC WHARF  
BOSTON, MASS.

CARTAGE TO AND  
FROM FREIGHT STATIONS  
AND BOAT LINES

**Fumigation of Foreign Cotton  
and Cotton Waste**

AND OTHER MATERIALS AS REQUIRED  
BY U. S. GOVERNMENT

WEIGHING, SAMPLING, AND ALL  
SERVICES USUALLY PERFORMED  
BY AN UP-TO-DATE WAREHOUSE

**We will Lease or Build to Suit Tenants**

**BROCKTON, MASS.****Brockton Fireproof Storage Company**

43 North Montello Street, Brockton, Massachusetts  
Telephone Brockton 1140

General Merchandise. Distributing. Separate Rooms for Furniture.  
Negotiable Receipts.

Bonded Warehouse. Our Own Side Track. Member A. W. A.  
Located in center of business and shipping district on N. Y., N. H. &  
H. R. R.

**HOLYOKE, MASS.****Sheldon Transfer & Storage Co., Inc.**

ESTABLISHED 1870

Main Office 647 Main St. Branch Office 47 Main St.

SPECIALISTS IN POOL CARS

Storage Space, 50,000 sq.ft. N.Y.N.H.&H. and B.&M. Sidings

**CAMBRIDGE, MASS.**

When shipping goods by rail, consign to our care via Boston and Albany R. R., East  
Cambridge Station. Car lots will be placed at our door on our own private siding.  
**METROPOLITAN STORAGE WAREHOUSE CO.**  
134 Massachusetts Avenue, Cambridge, Mass.  
WARREN B. HIBBERT, Manager

**LOWELL, MASS.**

**A REAL ALL-ROUND  
SERVICE INSTITUTION**

**HARVARD STORAGE AND WARE-  
HOUSE COMPANY OF LOWELL**

**NORTHAMPTON, MASS.**

**Moving—Storing—Packing—Shipping  
GLEASON BROTHERS P. P. Gleason  
Prop.**

Long distance transfer by auto truck  
Building Movers—Crushed Stone, Cement and Mortar Sand  
Storage Warehouse—N. Y., N. H. & H. R. R.  
Office 7 Pearl St.—Tel. 413-W  
Member National Furniture Warehousemen's Assn.  
Northampton Baggage Transfer  
Boston & Maine R. R.—N. Y., N. H. & H. R. R.  
Tel. 153

**GREENFIELD, MASS.****Greenfield Storage Company**

Fire Proof Public Warehouse  
B. & M. R. R. Siding—Free Switching.  
COLD STORAGE—MERCHANDISE—  
FURNITURE

Machinery Transfer—Long Distance Trucking  
Commercial and Truck Garage adjoining

**WORCESTER, MASS.**

J. W. MacGregor

George A. Bowker

**GEORGE A. BOWKER, Inc.**

STORAGE WAREHOUSE

Distributors of General Merchandise  
Carload and Pool Lots a Specialty  
NEW BUILDING B. & M. R. R. SIDING  
122-124 Central Street 111-113 Thomas Street  
Reliable Service

**WORCESTER, MASS.**

IN THE HEART OF NEW ENGLAND

**Bowler Storage and Sales Company**

General Merchandise Warehousemen

Specializing in the Storage of Automobiles, Wool, Lubricating Oils, Heavy Machinery and General Merchandise Distribution.

By an Organization Whose Policy Is  
**SECURITY, SYSTEM and SERVICE****WORCESTER, MASS.****NORTHEASTERN  
STORAGE & DISTRIBUTING CO.**Storage and Distribution  
of General Merchandise

Pool Car Distribution

Railroad Facilities

**WORCESTER, MASS.**

C. A. BARTON, President

F. A. JENKS, Vice-President

GEO. T. DEWEY, Treasurer

**Worcester Cold Storage and Warehouse Company**

Members A. W. A.

Pool Car Shipments General Merchandise Storage

Local Distribution

Cold Storage of Food Products

Direct Boston &amp; Albany Railroad Siding

**BAY CITY, MICH.****The Riverside  
Truck & Storage Co.**

General Merchandise Distribution

Storage of Household Goods and Merchandise.

Car Load Lots and less than Car Load Lots.

Private Railroad Track.

Sidings on All Railroads Entering Bay City.

Office and Warehouses:

Cor. 2nd and Adams St., Bay City, Mich.

**BAY CITY, MICH.**

G. VAN HAAREN

V. VAN HAAREN

**P. Van Haaren & Sons Storage Co.****FIRE PROOF STORAGE**

Steel Compartments for Furniture Storage

GENERAL TRANSFER LINE

**MOTOR TRUCK SERVICE**

Est. 1880

BAY CITY, MICHIGAN

**DETROIT, MICH.****BAIER TRANSFER CO.**

Griswold at Atwater St.

Main 1496. Cherry 6424

Holiday and Night Calls—Empire 0885

**MOVING—CITY and INTERURBAN****STORAGE and PACKING****TRANSFER OF BAGGAGE****FORWARDERS TO WESTERN COAST POINTS****CANADIAN LICENSE****2 WAREHOUSES****MAIN OFFICE****GARAGE**

142 Griswold St.

2973 West Grand Blvd.

**DETROIT, MICH.****Your Big Desire Fulfilled—  
The House of Personal Service**The  
Standard  
ofQuality  
Service**DETROIT  
MICHIGAN'S LARGEST FIREPROOF  
STORAGE WAREHOUSE**

A Safe Depository for

**AUTOMOBILES  
FURNITURE****HOUSEHOLD EFFECTS  
MERCHANDISE****MUSICAL INSTRUMENTS**

Cold Storage Vaults for Furs,

Export Boxing

Etc.

Reshipping and Distribution

Rug and Textile Vaults

Trunk Vaults and Picture

Rug and Upholstering Clean-

Gallery

ing

The Finest Moving Equip-

Furniture Repairing

ment in the Middle West

Safety Deposit Vaults

Rigging and Erecting

Crating and Packing

*We remit on receipt of Documents and Goods***DETROIT, MICH.****Detroit Storage Co.**

A. A. LEONARD, Pres.

**MOVING, PACKING, SHIPPING**

Corner East Grand Boulevard and Beaubien St.,

**DETROIT, MICH.**

Member National Warehousemen's Ass'n.



## DETROIT, MICH.

**Great Central Warehouse Company**

1321—12th Street, Detroit, Michigan

**Merchandise Warehouse Exclusively**

Private R. R. Siding on Michigan Central R. R.

Can Handle 40 Cars Daily

Prompt and Efficient Service Guaranteed

POOL CARS AND L.C.L. SHIPMENTS

MOTOR TRUCK DISTRIBUTION IN  
DETROIT AND VICINITY

Our warehouse is located on the west side of Detroit, easily accessible to all manufacturing plants and railroad freight depots.

## DETROIT, MICH.

**Nelson Transportation Co.**

80 Calvert Ave., DETROIT, MICH.

150,000 square feet of storage on Detroit river front with boat loading facilities. Located on Grand Trunk, Toledo &amp; Shore Line and D, T &amp; I sidings. Capacity 200 cars.

FREIGHT FORWARDING  
STORAGE  
BOAT AND RAIL SHIPPING  
CAR LOADING  
DISTRIBUTING  
EXPORT BOXING AND SHIPPING  
WAREHOUSING

## DETROIT, MICH.

**HORN'S  
COMMERCIAL WAREHOUSES**

We store or distribute all classes of merchandise. We operate our own motor trucks and can give "SERVICE."

"THRU SERVICE WE GROW"

DETROIT

MICH.

## DETROIT, MICH.

**JOHN F. IVORY, Inc.**

Office 6439 Hamilton Ave.

Moving Engineers

Moving Packing Shipping Storage

Warehouse 1338 to 1348 Lafayette Boulevard

Phones: Northway 2714-2982

## DETROIT, MICH.

**Manufacturers Warehouse Company**

1716 W. LAFAYETTE BLVD.

**Commercial and Bonded Warehouse**Centrally Located to All  
Railroads and Boat Lines

## DETROIT, MICH.

**MERCHANTS WAREHOUSE CO.**

Storing, Distributing, Forwarding

5620 FEDERAL

E. B. Dixn, Manager.

Detroit, Mich.

## DETROIT, MICH.

**METROPOLITAN EXPRESS & CARTAGE CO.**

Moving, Storage, Packing, Shipping

WE MOVE BY VAN WITHIN 1000 MILES  
EVERY LOAD INSURED

Warehouse 1338-48 Lafayette Blvd.

Member D. T. A.

J. A. BLENMAN, Prop., 7430 Beaubien St., Detroit

## DETROIT, MICH.

**The Michigan Terminal  
Warehouse Co.**

See our advertisement on front inside cover, page 2.

## DETROIT, MICH.

**"What's  
Your Best  
Delivery?"**How many of your sales have depended upon the answer to this important question? You can sell with confidence in Detroit, because here you can carry "spot stocks" in Peninsular Warehouses. Your customer is assured of *Immediate Delivery*.WE WOULD BE PLEASED TO SEND YOU  
OUR PLAN FOR THE STORAGE AND DISTRIBUTION OF YOUR MERCHANDISE.**PENINSULAR  
WAREHOUSES**

Incorporated

The Symbol of



Real Service

641 Book Bldg.

DETROIT

**KEEP IT UP!**

One step won't take you very far, you've got to keep on walking;

One word won't tell them what you are, you've got to keep on talking;

One inch won't make you tall, you've got to keep on growing;

One little "ad" won't do it all, you've got to keep 'em going.

Sent to DISTRIBUTION & WAREHOUSING  
by George S. Lovejoy, Vice-President of the  
American Warehousemen's Association.

## DETROIT, MICH.

WM. P. BRADLEY  
PresidentJULIUS BERMAN  
Vice PresidentFREDERICK B. BROWN  
Secretary Treasurer**RAILROAD WAREHOUSE INC.**

DETROIT, MICHIGAN

## OFFICE:

1212 First National Bank Bldg.  
Telephone, Main 2922General  
Merchandise  
Storage

## WAREHOUSE:

6930 West Jefferson Avenue  
Telephone, Cedar 5060

50,000 Square Feet of Ground Floor Space

Warehouse Located in Heart of Factory District

PRIVATE R. R. SIDING

Direct Connection on: Penn. R. R., Pere Marquette R. R., Mich. Central R. R. and Wabash R. R.

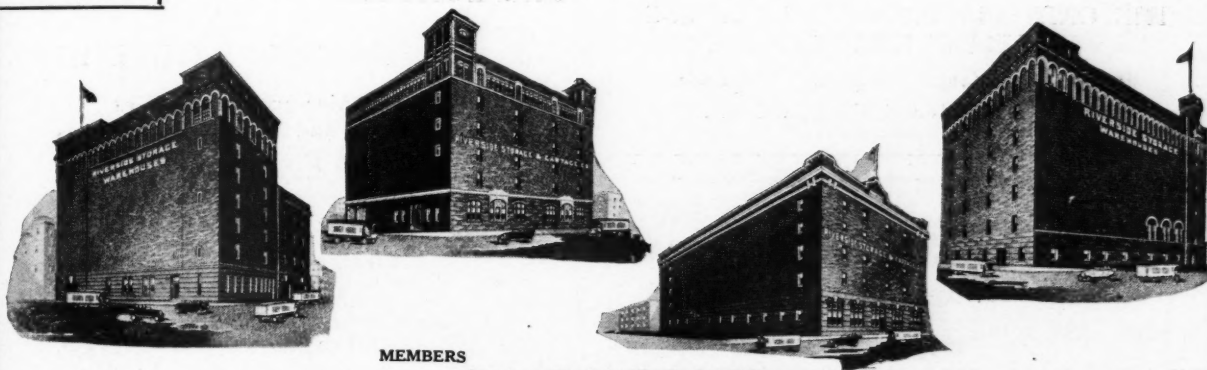
*Inside and outside space for coal, lumber, brick and building material  
of all kinds. Carload lots or L.C.L. shipments.*

WE SOLICIT YOUR MERCHANDISE STORAGE BUSINESS IN DETROIT

EFFICIENT SERVICE

CARTAGE FACILITIES

## DETROIT, MICH.



## MEMBERS

American Warehousemen's Association  
National Furniture Warehousemen's AssociationJ. D. DUNN  
President & TreasurerR. CROUL DICKINSON  
Vice-PresidentC. H. BREAUULT  
Secretary**STORAGE—REMOVALS—PACKING—SHIPPING****“SERVICE WITH SECURITY”**

Let us represent your interests in Detroit. Every facility is provided for the most efficient handling of your shipments of household effects.

Service personally directed, coupled with efficiency and responsibility, will result in a satisfied customer for you at destination.

**RIVERSIDE STORAGE and CARTAGE CO.**

CASS and CONGRESS STS.

DETROIT, MICHIGAN

## DETROIT, MICH.

THE ORIGINAL  
**Turner Cartage & Storage Co.**  
 General Warehousemen

MOTOR TRUCKING  
 TEAMING, STORAGE



MACHINERY MOVING &  
 ERECTING, MOVING

Est. 1880

Official Cartage Agents

WABASH & CANADIAN PACIFIC RYS.

Main Office, 1675 Howard St.

WAREHOUSES: Howard St., M. O. R. R. and Beaubien St.

## DETROIT, MICH.

**WOLVERINE STORAGE CO.'S  
 FIREPROOF BUILDING**

Terminal Railroad and East Jefferson Avenue  
 DETROIT

THE largest fireproof warehouse in Michigan.  
 Open for business after November 1st.  
 1,250,000 cubic feet in building. 100,000 square  
 feet of floor space. Will handle merchandise and  
 household goods storage.

MEMBERS OF NATIONAL FURNITURE WAREHOUSEMEN'S ASSOCIATION

## FLINT, MICH.

**THE ONLY FIREPROOF WAREHOUSE  
 IN FLINT, MICHIGAN**

Moving Packing Shipping Storage

FLINT FIREPROOF STORAGE CO.

615 East 6th Avenue

## GRAND RAPIDS, MICH.

**Elston Packing & Storage Company**

Storage—Moving—Packing—Shipping

Office: Wealthy St. and Charles Ave., Grand Rapids, Michigan

## GRAND RAPIDS, MICH.

**Most Up-to-Date Warehouse  
 in Michigan**

Concrete Construction.  
 Absolutely Fireproof. Sprinkler Risk.  
 Lowest Warehouse Insurance Rate in State.  
 Track Capacity, 25 Cars.  
 Latest and Best Equipment for Handling.

**General Merchandise Storage**

Cartage Facilities.  
 High Grade Service Guaranteed.  
 Negotiable Warehouse Receipts Issued.  
 Pool Car Distribution.

**Furniture Manufacturers Warehouse Co.**  
 505-511 Fulton Street, West Grand Rapids, Mich.

## GRAND RAPIDS, MICH.

**LARGEST COMMERCIAL  
 WAREHOUSE IN WESTERN  
 MICHIGAN**



**COLUMBIAN STORAGE &  
 TRANSFER CO.**

Located within four blocks of all principal freight depots.  
 GRAND RAPIDS, MICH.

**"INSTANT SERVICE"**

**MERCHANDISE WAREHOUSE ONLY**

We operate 36 horse-drawn vehicles and 12 motor trucks.  
 Orders received before noon shipped same day.

Pool Car Distribution

Private R. R. Siding

Michigan Central R. R.

Free Switching

## GRAND RAPIDS, MICH.

**Kent Storage Company**

Main Office and Warehouses

Front Avenue and Pennsylvania Tracks

Grand Rapids, Mich.

**General Merchandise**

Storage and Reforwarding  
 Six Warehouses Floor Space 200,000 sq. ft.  
 Pool Car Distributing  
 Light and Heavy Hauling (Power Trucks)  
 Trackage Capacity 30 Cars

Connections with All Lines—Private Sidings on  
 Penna. and Pere Marquette R.Rs.

Located in Center of Wholesale District Within  
 Three Blocks of All Freight Houses.

When You Need Better Service in Grand Rapids  
 Get in Touch with Us!

Insurance Rate 55c. per \$100.00 Annum.

Brick Construction — Automatic Sprinkler  
 System.

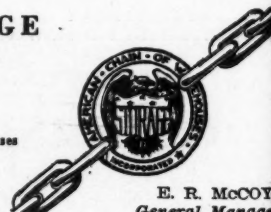
**COLD STORAGE**

500,000 Cubic Feet

Temperatures

Zero to 40 Above

Members of { American Chain of Warehouses  
 American Warehousemen's  
 Association



E. R. MCCOY,  
 General Manager



**GRAND RAPIDS, MICH.****MOVING, PACKING, STORING**

Every load protected by insurance while in transit  
Courtesy, Service, Safety  
Long Distance Moving

**GRAND RAPIDS STORAGE & VAN COMPANY**  
1546 Lake Drive, S. E. Grand Rapids, Mich.

**GRAND RAPIDS, MICH.**

# **RICHARDS**

## **Storage Company**

It seems hardly fair to our customers to label ourselves a separate company when in fact we are but a part of the companies which distribute through us.

The only advantage of the name is that it simplifies the traffic man's problem. When he wants service in Grand Rapids he has only to write "Richards" on the B/L.

**GRAND RAPIDS, MICH.****Most Complete Facilities**

FOR

**Storing, Moving, Distributing**

Warehouse 128-138 Coldbrook St., 30,000 sq. feet    Warehouse 1156 Plainfield Ave., 35,000 sq. feet.

### **WESTERN MICHIGAN**

### **TRANSFER & STORAGE CO.**

Grand Rapids, Michigan

ESTABLISHED 1909

EDWARD H. SCHANTZ, Secretary and Manager

## **If Your City Isn't**

## **Represented Here**

Put it on the shippers' map by  
inserting your card in this space.

**KALAMAZOO, MICH.****HASTINGS TRUCK CO.**

Est. 1873

**Merchandise Storage and Distribution**

Motor Trucks and Team Equipment for all  
kinds of hauling. Machinery Riggers.

Office in M. C. R. R. Freight House.

**LANSING, MICH.****Fireproof Storage and Transfer Co.**

The Only Fireproof Warehouse in City  
for Furniture and Commercial Storage

POOL CAR DISTRIBUTION

Move — Pack — Crate — Transfer

**LANSING, MICH.****Lansing Storage Company**

Exclusive Household Goods Storage

Moving, Packing, Shipping

Motor Van Service for Inter-city Work

"We know how"

412 No. Washington Ave., Lansing, Mich.

**SAGINAW, MICH.****CENTRAL WAREHOUSE CO.**

GENERAL WAREHOUSEMEN AND FORWARDERS

**MERCHANDISE DISTRIBUTION****SPRINKLER SYSTEM**

Private Sidings M. C. R. R.

**SAGINAW, MICH.**

Office

N. Michigan Ave.

**DULUTH, MINN.**

Established 1892

Thirty-One Years of Experience

**DULUTH VAN & STORAGE CO.**

18 Fourth Avenue, West

Modern Storage Facilities for  
Household Goods & Merchandise**POOL CAR DISTRIBUTORS**

Located on Terminal Tracks—No Switching Charge

**DULUTH, MINN.****HART****TRANSFER & STORAGE COMPANY****PACKING, STORAGE, SHIPPING****Largest Padded Vans in the City****Private Switch—No Switching Charge**

Freight, baggage and express transfer. Furniture packing and moving. Light and heavy hauling, private locked rooms, heated piano and painting rooms. Advanced charges remitted instantly. Reciprocity at every opportunity.

**POOL CARS DISTRIBUTED**

17 NORTH FIFTH AVE., WEST

**DULUTH, MINN.****SECURITY STORAGE & VAN CO.,**

14 EAST MICHIGAN ST.

**STORAGE AND TRANSFER**  
**OF HOUSEHOLD GOODS**  
**AND MERCHANDISE**
**POOL CAR DISTRIBUTORS**

Located on Terminal Tracks

No Switching Charge

## DULUTH, MINN.

## McDOUGALL Terminal Warehouse Co.

Owners of

Minnesota-Atlantic Transit Company  
Duluth, Minnesota

### The Northwest's Newest and Greatest Terminal

350,000 sq. ft. General Storage Space  
1,000,000 cu. ft. Cold Storage Space  
90-Car Track Capacity—Free Switching  
Insurance Rate 10c Complete Service  
2,000 feet Water Front

#### Water Transportation

Refrigerated Motorships and Steamers  
Bi-Weekly Sailings Direct to New York  
All-water No Transfer

#### Fastest Lake and Rail Service

Sailings Every Other Day—All Eastern Points  
Via Port Huron, Mich.

McDougall Terminal Warehouse Co.  
Duluth, Minnesota

New York Minneapolis St. Paul

## MINNEAPOLIS, MINN.

Both our fireproof and non-fireproof warehouses are located in the downtown business district on direct railroad trackage.

**DISTRIBUTING AND WAREHOUSING  
MERCHANDISE AND HOUSEHOLD GOODS  
TRUCK SERVICE**

*Regular Trips Between Twin Cities*

**Cameron Transfer and Storage Co.**

Main Office, 420 Second Avenue South  
Warehouses: 734 to 758 North Fourth Street

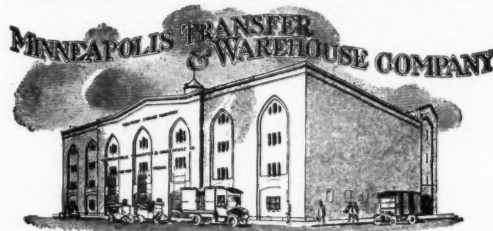
## MINNEAPOLIS, MINN.

1,500,000 CUBIC FEET

FIREPROOF

Lowest Insurance Rate in Minneapolis

Locked private fireproof rooms for storage of household goods. Pool car distributors. Complete fleet of vans and motor trucks.



## MINNEAPOLIS, MINN.

## MURPHY

Transfer & Storage Co.

900 Fourth St. North, Minneapolis, Minn.

Fireproof, sprinklered, with the lowest insurance rates, the safety of your goods is not only assured, but at lower cost.

Three railroads connect direct to our platform: the G. N., M. & St. L., and C., B. & Q. All others switch free to us.

## MINNEAPOLIS, MINN.

## THE BOYD TRANSFER & STORAGE CO.

Minneapolis, Minnesota

NET RESOURCES \$450,000.00

### Outstanding Facts About BOYD

Storage Plant Covering an entire City block.  
Fireproof Warehouse for Household Goods with 1800 Rooms and Compartments.  
Freight Depot on C. G. W. R. R. for Merchandise Storage and Distribution. Trackage for Twenty Cars  
Largest Pool Car Forwarders in the Northwest.  
Forty Motor and Horse-drawn Vans covering every part of Minneapolis and St. Paul.

**THIRTY YEARS EXPERIENCE**

## MINNEAPOLIS, MINN.

## KEDNEY WAREHOUSE CO.

Merchandise Houses

8-22 Hennepin Ave., on C. G. W.

Trap Car and Motor Truck Service

Household Goods Houses

101 Third Ave. So. on Belt Line Tracks

Packing — Moving — Shipping

Members—A. W. A. C. W. C. Minn. W. A.

## MINNEAPOLIS, MINN.

## Skellet of Minneapolis

deserves a place at the head of your Minneapolis list. A new warehouse, modern in every detail, and operated by experienced men along most efficient lines. Open storage and private rooms; centrally located on private side track; 21 vans and trucks. Our facilities and service warrant your investigation. We have the knack of making newcomers welcome.

Members: N. F. W. A. A. W. A. Central Club

**SKELLET COMPANY**

201 South Fifth Street

Minneapolis, Minn.

We operate Ballard Company in St. Paul

The Men Who Distribute

**Winchester Arms and Ammunition**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

MINNEAPOLIS, MINN.

## SECURITY WAREHOUSE COMPANY

Established 1883

## MERCHANDISE STORAGE And DISTRIBUTION

For Minnesota and Northwestern States

**L. C. L. Shipments without  
Cartage**

**Motor Truck Deliveries**

**Located in heart of  
wholesale district**

**Minneapolis**



MINNEAPOLIS, MINN.

Consign your Minneapolis shipments to

## The Thompson Transfer & Storage Co.

Prompt and efficient service on  
Pool Cars of household goods and  
merchandise. Motor Van Service

Collections remitted upon receipt of B/L

Office 310 South 4th Street

ST. PAUL, MINN.

St. Paul

Minn.



*Distributors and Handlers of*  
**HOUSEHOLD GOODS**

ST. PAUL, MINN.

## Your Patrons in the Northwest Demand Quick Service

**Let us help you give it to them**

We are at the natural gateway, at the junction of nine railroads, Minnesota Transfer, in Midway, a short distance from the jobbing and retail districts of both St. Paul and Minneapolis—giving complete accessibility from one stock to every point.

L. C. L. shipping without carting. Motor Trucks for local deliveries. Forty acres of ground. Six miles of trackage, operated by our electric locomotives.

**Merchandise Bonded and Cold Storage  
Industrial Sites**

*Let us help you solve your distribution problem  
in this territory.*

## CENTRAL WAREHOUSE COMPANY

**Office: 739 Pillsbury Avenue  
St. Paul, Minn.**

Members A. W. A., Central Warehousemen's  
Club and Minnesota Warehousemen's Asso-  
ciation



ST. PAUL, MINN.

## FIDELITY STORAGE & TRANSFER CO.

**HIGH GRADE STORAGE ACCOMMODATIONS**

Office, 310-312 Cedar St.

Pooled Cars Distributed, Three Track Warehouses,  
Merchandise and Household Goods

ST. PAUL, MINN.

## Kedney Warehouse Co.

9th & Broadway—on G. N. & Burlington

**Merchandise Storage  
and Distribution**

**Moving, Packing and Shipping  
Household Goods**

**Members A. W. A., C. W. C., Minn. W. A.**

The Men Who Distribute

## Kellogg's Toasted Corn Flakes

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index



## ST. PAUL, MINN.

**ST. PAUL TERMINAL  
WAREHOUSE COMPANY**

New, clean, fireproof warehouses.  
Located centrally in jobbing district.  
LCL shipping without cartage.  
Motor Trucks for store door delivery.  
Bonded to the State.

**Merchandise Storage and  
Distribution**

**ST. PAUL**



## JOPLIN, MO.

**Tonnies Transfer & Storage Co.**  
1027-43 Virginia Ave. Joplin, Mo.

Distribution and storage of merchandise  
Fireproof warehouses—Motor van service  
On railroad siding—Lowest Insurance rates  
**PACKING—STORAGE—SHIPPING**

## KANSAS CITY, MO.

**WHO'S HILL?**

He's a furniture warehouseman who knows his business, and turns that knowledge to profit for his correspondents.

**J. G. HILL**

9th and Woodland Ave., Kansas City, Mo.

## JACKSON, MISS.

**RICKS  
Storage & Distributing Company**

**BONDED WAREHOUSEMEN**

Mississippi's Largest Warehouse

General Merchandise and Household Goods  
Storage and Distributing

Modern Brick Buildings  
Private Siding I. C. R. R.  
Motor Truck Service  
Member—A. W. A.

## KANSAS CITY, MO.

**Serve the Southwest  
with United Service**

**KANSAS CITY WAREHOUSE**

Three of the finest fireproof modern warehouses in the middle west. All operated by experienced warehousemen. Each equipped to furnish any service connected with the efficient storing, forwarding, or distribution of new merchandise. Ask us about it.

**UNITED WAREHOUSE CO.**

Capital, \$100,000.00

Kansas City, Mo.  
2114 Central St.



Wichita, Kansas  
815 E. 2nd

## JACKSON, MISS.

**Wright Transfer  
Company**

Office, 261 Pearl Street  
Jackson, Mississippi

**Storage and Distribution  
Merchandise and Household  
Goods**

Special Attention to Pool Shipments

13 Years Experience

**"FOR RIGHT SERVICE SHIP TO WRIGHT"**

**A**DVERTISING  
Doesn't Jerk — it  
Pulls—a Steady Pull.  
Every ad Goes to Confirm  
the one Before it—to  
Strengthen the One That  
is to Follow and There's  
No Waste of Effort or  
Money. The Stayer Wins  
Every time.

# Kansas City, Mo.



## HOUSEHOLD GOODS COMPANIES

Perky Bros. Transfer & Storage Co.,  
Kansas City, Mo.

A. B. C. Fireproof Warehouse Co.,  
Kansas City, Mo.

Groves Fireproof Warehouse Co.,  
Kansas City, Mo.

Lincoln Fireproof Storage Co.,  
Kansas City, Mo.

D. A. Morr Transfer & Storage Co.,  
Kansas City, Mo.

Beebe Storage & Moving Co.,  
Kansas City, Mo.

L. Leritz & Son Storage & Moving Co.,  
Kansas City, Mo.

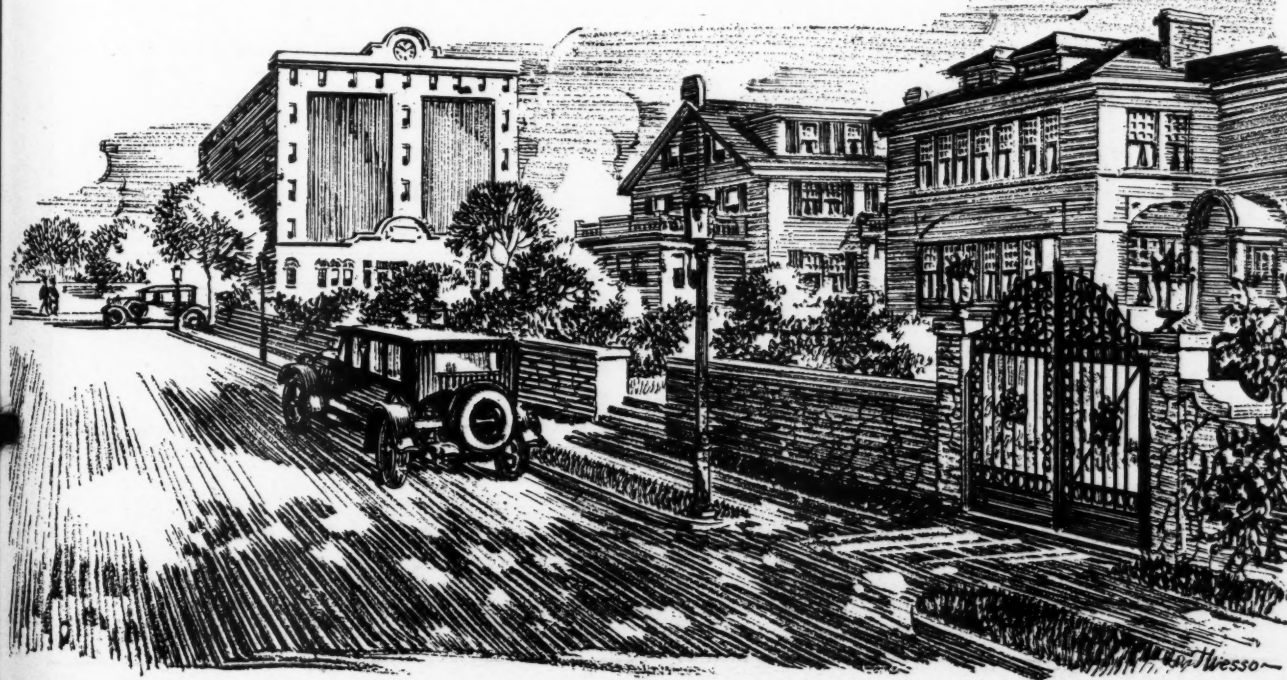
Monarch Transfer & Storage Co.,  
Kansas City, Mo.

## MERCHANDISE WAREHOUSE COMPANIES

Central Storage Company,  
Kansas City, Mo.

Adams Transfer & Storage Co.,  
Kansas City, Mo.

Crooks Terminal Warehouses,  
Kansas City, Mo.



## ST. LOUIS, MO.

Four of St. Louis' oldest and largest household goods warehouses under "GENERAL" management.

**Langan & Taylor Storage & Moving Co.**

**R. U. Leonori Auction & Storage Co.**

**American Storage & Moving Co.**

**J. Brown Storage Co.**

In the world of household goods warehousing, these words are synonyms —

**SAINT LOUIS MISSOURI** & **GENERAL WAREHOUSING COMPANY**

## ST. LOUIS, MO.

## BEN A. LANGAN

**FIREPROOF STORAGE CO.**

5201 to 5209 Delmar Ave.

**ST. LOUIS**

Expert Movers and Forwarders of  
**HOUSEHOLD GOODS**

Our Auto Van Service is Unexcelled  
Your Interests Will Be Safely Guarded

## ST. LOUIS, MO.

THE

## McPHEETERS WAREHOUSE COMPANY

Trackage Capacity—Eleven Cars

**ST. LOUIS, MO.**

**JOHN C. CROTHERS**

Secretary and General Manager

## ST. LOUIS, MO.

## Gunn Transfer Co. Inc.

**112-114 S. Seventeenth St.**

**St. Louis, Missouri**

**Storage and Distribution**

**Pool Cars Assembled**

**and Distributed**

**Merchandise**

**Furniture**

**Low Insurance Rate**

**Warehouse on R. R. Siding**

## ST. LOUIS, MO.

## The St. Louis Gateway.

Goods laid down on our floors in St. Louis are within a few hours of a million and a half purchasers, while 775,000 are right outside the doors. With our downtown location and excellent re-shipping facilities you can serve this mammoth population at minimum expense. We co-operate in serving your interests in this territory. We make a specialty of the storage of automobiles.



## Pennsylvania Terminal Warehouse Co. of St. Louis, Missouri.

R. F. Abernathy, Resident Mgr.

## HASTINGS, NEBR.

## Borley Storage & Transfer Co., Inc.

Pool Car Distributor

STORAGE—FURNITURE  
MERCHANDISE

HAULING, LIGHT & HEAVY  
TWO WAREHOUSES

Private Railroad Siding  
All Railroad Connections

## NORFOLK, NEBR.

BONDED WAREHOUSE

## NORFOLK TRANSFER and STORAGE

W. H. BLAKEMAN, Owner

Merchandise, Household Goods and Automobiles  
Pool Cars Distributed C. N. W., U. P., C. St. P. M. & O.



## OMAHA, NEBR.

**BEKINS OMAHA VAN and STORAGE**

Household Goods and Merchandise

16th and Leavenworth St., OMAHA, NEBR.

## OMAHA, NEBR.

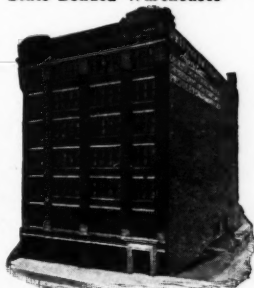
**FIDELITY  
STORAGE & VAN CO.**

1107-11 HOWARD STREET

**Exclusive Household Storage**Removals — Packing — Forwarding  
All Collections Promptly RemittedMEMBERS { American Warehousemen's Association  
Central Warehousemen's Club  
National Furniture Warehousemen's Association

## OMAHA, NEBR.

State Bonded Warehouses

Complete equipment,  
manned by capable, ex-  
perienced crews, cap-  
tained by seasoned ware-  
housemen, are at your  
service here. Whatever  
you expect of a ware-  
house you may expect of  
Ford, and find it done in  
the best manner possible.

813 Douglas St.

**FORD****"Gets There Regardless"****Transfer & Storage Co.**

Local Shipments Efficiently Handled by 17 Trucks

Private Sidings  
Pool Car Distribution and Reforwarding  
Moving Packing Shipping

700 So. Main St.

Omaha, Nebr.

813 Douglas Street

Council Bluffs, Ia.

700 S. Main Street

The Men Who Distribute

**Excelsior Stoves**Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## OMAHA, NEBR.

**GORDON****Fireproof Warehouse & Van Co.**

Main Office: 219 North 11th Street

Four warehouses on track, equipped with automatic  
sprinkler systems.Accommodations for brokers, jobbers, automobile manu-  
facturers, etc.Household Goods Packed, Stored and  
Forwarded

MEMBER:

American Warehousemen's Association.

Central Warehousemen's Club.

National Furniture Warehousemen's Association.



## OMAHA, NEBR.

**MERCANTILE  
STORAGE & WAREHOUSE COMPANY**  
Merchandise Distribution and Warehousing

Write us for rates.

**OMAHA**

## OMAHA, NEBR.

**Pacific Storage &  
Warehouse Co.**

1007-9-11 JONES STREET

Merchandise Storage and Distribution  
Pool cars solicited

Private Siding

Motor Trucks

Our Warehouse is in the Center  
of the Jobbing and Business District.**Service That Satisfies Is Our Motto**Members of the Central Warehousemen's Club,  
American Warehousemen's Ass'n.

## OMAHA, NEBR.

**Terminal Warehouse Company**  
702-712 S. Tenth StreetCENTRALLY LOCATED  
POOL CAR DISTRIBUTION.  
MERCHANDISE STORAGE AND TRANSFER.  
IMPLEMENTS STORAGE AND TRANSFER.  
COMPLETE HOUSEHOLD GOODS SERVICE.  
WE RECIPROCATE.

## MANCHESTER, N. H.

**McLANE & TAYLOR**

Direct Boston &amp; Maine Siding

**MERCHANDISE—COLD STORAGE PLANT—FUR  
STORAGE—AUTOMOBILE STORAGE AND  
HOUSEHOLD GOODS***New and Absolutely  
Fireproof Warehouse***WAREHOUSING IN ALL ITS BRANCHES**

## ATLANTIC CITY, N. J.

**ATLAS STORAGE WAREHOUSE CO.**

601 N. MISSOURI AVE.

ROOM, OPEN AND OUTSIDE STORAGE FOR HOUSEHOLD  
GOODS, MERCHANDISE AND MACHINERY

FACTORY AND CARLOAD DISTRIBUTION

PENNA. R. R. SIDING

HEAVY HAULING

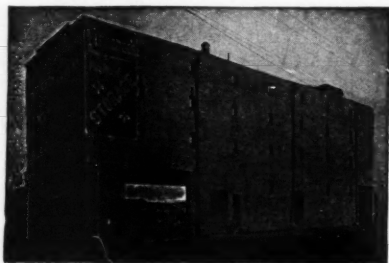
## ATLANTIC CITY, N. J.

**ELDRIDGE EXPRESS and STORAGE  
WAREHOUSE CO.**

Office: 110 N. South Carolina Avenue

Inter-City Auto Service

Heavy Hauling

Railroad  
Siding and  
Storage YardStorage for  
Goods and  
Merchandise

Piano Moving

Phone 108

## CAMDEN, N. J.

C. S. &amp; E. J. ZEIGLER, Proprietors

**The Park Storage Warehouse Co.**

Main Office and Warehouse:

HADDON AVE. AND PINE ST., CAMDEN, N. J.



Estimates Cheerfully Given      Phones, Bell 1299, Eastern 460

**Storage, Moving, Packing and Shipping**

AUTO VANS—NO ROAD TOO LONG

## EAST ORANGE, N. J.

**JACOB DIETRICH****Storage, Moving, Packing and Shipping**

Oranges and Maplewood—Padded Motor Vans

My satisfied customers cover a period  
of over 30 years. Shipments solicited.

47 No. Grove Street, EAST ORANGE

## EAST ORANGE, N. J.

Established 1887      R. T. BLAUVELT, President

**Lincoln Storage Warehouses**

FIREPROOF      NON-FIREPROOF      MOTOR EQUIPMENT

Members of the American Warehousemen's Association and  
National Furniture Warehousemen's Association

Principal Office, 85 MAIN STREET

## EAST ORANGE, N. J.

Est. 1907

**The Orange Storage Warehouse**

Fireproof Household Goods Warehouses

42 Harrison Street

MOTOR TRUCK EQUIPMENT

## HACKENSACK, N. J.

**GEO. B. HOLMAN & CO., Inc.**STORAGE      SHIPPING      PACKING  
HOUSEHOLD GOODS EXCLUSIVELY

Most Modern Equipment in North Jersey

Complete Warehouse Service

Motor Vans for Local &amp; Long Distance Hauling

Members N. J. F. W. A. and N. F. W. A.

## JERSEY CITY, N. J.

**GOODMAN WAREHOUSE CORP.**

Fireproof Storage

For Shipments of Household Goods and Merchandise in Jersey  
City and Greater New York

Accessible to All Railroads

For Information See Directory (December Issue, Page 207).

JERSEY CITY OFFICE.....NEW JERSEY  
BAYONNE.....NEW JERSEY

## NEWARK, N. J.

Estab. 1850

Jos. V. Lupo, Pres. & Treas.  
John F. Lupo, Sec.**JOB De CAMP, INC.**

80 PARK PLACE

Transfer of Household Goods  
Freight, Heavy Haulage,  
Motor ServiceStorage of Household Goods  
Mds., New Autos, Imple-  
ments, Yard Storage.

Factory Distributors

Member of N. J. F. W. A. and N. F. W. A.

## NEWARK, N. J.

**A Real Warehouse**With Rail and  
Water, and in  
the Heart of  
Newark

Member A. W. A.

**ESSEX WAREHOUSE CO.**

## NEWARK, N. J.

**JOS. J. KROEGER**

Tel. Market 7372

Storage—Fireproof or Non-Fireproof  
Motor Trucks for Long Distance Moving

546-552 Central Ave.

## NEWARK, N. J.

**Lehigh Warehouse &  
Transportation Co., Inc.**

118 Frelinghuysen Ave., Newark, N. J.

Storage and Distribution of  
General Merchandise

Lehigh Valley Siding

Motor Trucks for Local and  
Long Distance Work

Members: American Warehousemen's Ass'n



## NEWARK, N. J.

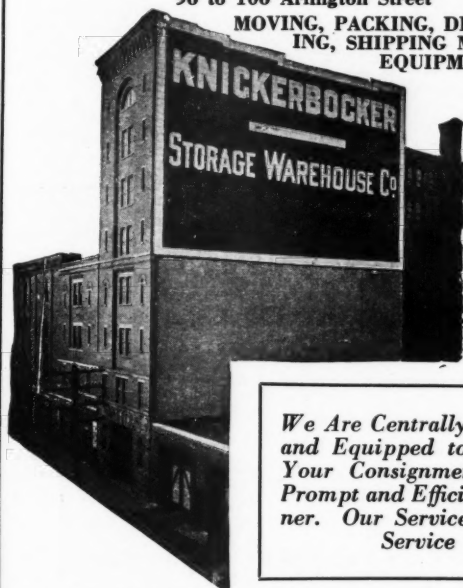
JOHN MULLIGAN, Pres. WILLIAM MULLIGAN, Vice-Pres.  
JAMES E. MULLIGAN, Sec. and Mgr.

Ship to Newark's Leading Furniture and Merchandise Warehouse

## Knickerbocker Storage Warehouse Company

96 to 106 Arlington Street

MOVING, PACKING, DISTRIBUT-  
ING, SHIPPING MOTOR  
EQUIPMENT



Member  
N. F. W. A.  
and  
N. J. F. W. A.

*We Are Centrally Located  
and Equipped to Handle  
Your Consignments in a  
Prompt and Efficient Man-  
ner. Our Service Is Real  
Service*

## NEWARK, N. J.

T. L. MORTON, Manager

## MODEL STORAGE WAREHOUSES

54-56 Belleville Ave.

FIREPROOF STORAGE  
EXPERTS IN HANDLING SHIPMENTS OF HOUSEHOLD  
GOODS

YOU KNOW—WE KNOW HOW

Members:  
New Jersey F. W. A. National F. W. A.  
American W. A. Canadian S. W. A.

## NEWARK, N. J.

## New Jersey Warehouse Company, Inc.

237-239 Ridgewood Ave.

322-324 Badger Ave.

Warehousemen—Riggers—Forwarders  
Furniture—Merchandise  
Private Penna. R. R. Siding

## NEWARK-HARRISON, N. J.

## Security Storage Warehouse

412-20 Harrison Ave.

John O'Connor, Prop.

MERCHANDISE WAREHOUSING  
AND DISTRIBUTION  
HOUSEHOLD GOODS  
WAREHOUSE

Members A. W. A. and N. F. W. A.

## NEWARK, N. J.

TRUCKING WAREHOUSING SHIPPING

# PASSAIC TRANSPORTATION COMPANY

OFFICES

57 Freeman Street, Newark, N. J.

## General Merchandise Storage and Forwarding

Capacity, 1000 Cars

Fireproof Brick and Concrete  
Buildings

Railroad Sidings

Dock Facilities

CENTRAL RAILROAD OF N. J.

PASSAIC RIVER

Warehouse Receipts Issued

Trackage Capacity, Ten Cars

Yard Storage for Rough Material

Light and Heavy Hauling

City Deliveries

Long and Short Distance Hauls

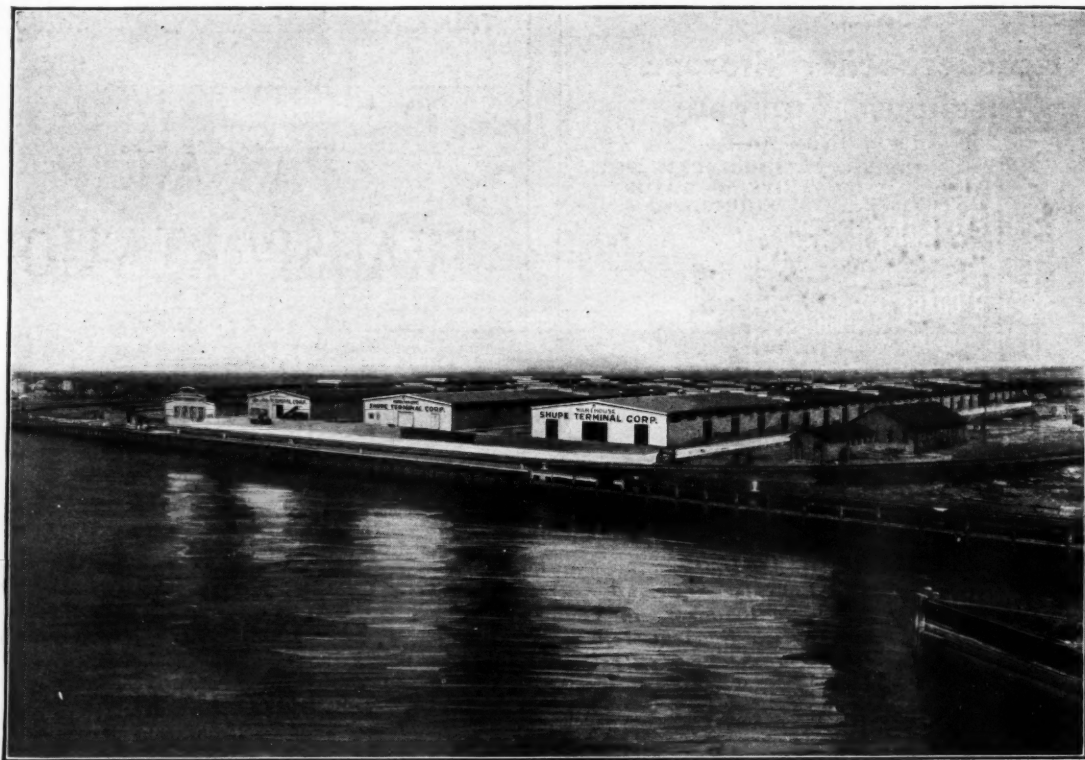
Car Lot Distribution for Manufac-  
turers and Jobbers

Low Insurance Rates on Application

Regular Deliveries of Merchandise between  
New York, Newark and Phila.



NEWARK, N. J.  
KEARNY, N. J.



## Unsurpassed distributing facilities for manufacturers

The shortest route to your market is to carry spot stocks; for immediate delivery the Shupe Terminal Corporation offers a dependable warehouse and delivery service, with storage and distributing facilities that are unequalled anywhere in the Metropolitan District; rates low, because of our wonderful location and equipment.

Carrying spot stocks increase your market, and cuts your freight cost. Many leading manufacturers distribute from our warehouses. Our facilities for reception, storage and delivery of a manufacturer's merchandise are so exceptional that the cost is far below that of other warehouses. Complete information upon request.

---

# SHUPE TERMINAL CORPORATION

Lincoln Highway and Jacobus Avenue

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## PASSAIC, N. J.

**HANLONS STORAGE WAREHOUSES**

Absolutely Fireproof

191-93 JEFFERSON STREET

STORAGE, PACKING, SHIPPING, VAULTS

Covering Clifton, Garfield, Nutley, Wallington, Lakeview,  
Delawanna and Rutherford, N. J.

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**The Safety Storage Co.**Two Modern Fireproof Warehouses  
for Storage of Household Goods and  
Merchandise

Carload Distribution

MOVING SHIPPING PACKING

MOTOR TRUCK SERVICE

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Principal Office:

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J. H. RIMBACK, Jr., Prop.

**South Orange Storage Co.**

Serving the Oranges and Maplewood

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Members: National F. W. A., N. J. F. W. A.

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**Anchor Warehouse Co.**

Trenton, N. J.

**COMMERCIAL STORAGE  
and  
DISTRIBUTION**Trenton is an ideal car break point for the  
Metropolitan districtPrivate Railroad Siding, Penna. R.R. and  
Phila.-Reading R.R.We store, reship and deliver all classes of  
merchandise.

Low Insurance Rates

PROMPT AND CAREFUL SERVICE.

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**Jefferson  
Safety Storage Warehouse Co.**

TRENTON, N. J.

Warehousemen and Distributors

Central location; private siding from P. R. R.;  
adequate space; fully protected by sprinkler sys-  
tem; city and suburban deliveries.

MAY WE SERVE YOU?

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(INCORPORATED)

STORAGE WAREHOUSES  
MERCHANDISE and HOUSEHOLD GOODS  
MOVERS—PACKERS—SHIPPERS  
MOTOR VAN SERVICECarloads Distributed. Manufacturers' Distributors.  
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**ROBERTS TERMINAL WAREHOUSE CO.**

Dongan Avenue, Fourth Avenue and Plum Street

Established 1908

Private Railroad Siding All Railroad Connections  
General Warehousing — Pool Car Distribution  
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STORAGE & WAREHOUSE CO., INC.**Jas. G. Perkins, Custom House Broker  
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Direct Track Facilities Pool Car Distribution

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FRANK A. WEEKS, Sec. Treas.

**AUBURN DRAYING COMPANY**

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Offices: N. Y. C. R. R. and Lehigh Valley R. R. Freight Station  
DIRECT RAILROAD SIDINGPool Car and Local Distribution of Merchandise, Storage, Packing, and Ship-  
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Heavy Hauling and Rigging.

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New, brick, specially built Warehouse; the only storage Warehouse building in Binghamton built purposely for that business.

Free switching over Delaware, Lackawanna & Western, Erie and Delaware & Hudson railroads.

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**Rounds & Kelley**  
209 State St.

Household Goods & Merchandise. Pool car shipments solicited. Immediate and personal attention given to each order.  
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PACKERS AND SHIPPERS of Fine China, Bric-a-Brac, Wedding Gifts, Furniture, Pianos, etc.

STORAGE—Household Goods Stored in Separate Rooms.

HOUSEHOLD REMOVALS—Packard Autos. Local and Long Distance.

SHIPMENTS—Mark Bills of Lading—Eastern District Terminal for Delivery to any point in Brooklyn. Collections and Prompt Remittances.

Member of National Furniture Warehousemen's Association  
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## BROOKLYN, N. Y.



We make a specialty of handling shipments from correspondents. Call on us at any time for any class of work. Our fleet of electric and gasoline vans for city and out-of-town removals will give you the best of service.

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Telephone 5560 Main

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The New Addition to our Warehouses—contains every latest improvement for the care and security of Household Effects. Our Warehouse contains Safe Deposit and Silver Vaults, Cold Storage for Carpets and Furs; Steel Removable Van Bodies for the Storage of Furniture and for house to house removals; Lift Vans for city to city Re-

movals and the lowest Fire Insurance Rate in New York City. To save delay for consignments for delivery to any part of New York City or Brooklyn, mark goods in our care to "Eastern District Terminal, Brooklyn." This is the center of Greater New York—no delay due to congestion.

Absolutely Fireproof

**Long Island Storage Warehouses**

Nostrand and Gates Avenues

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Established 1890

**When Shipping Your Household Goods**To or From Brooklyn  
Have It Done Right—And Right Means By**HARRAGAN'S**

Storage Warehouse, Inc.

Storing—Packing—Moving—Shipping

244-246 Havemeyer Street Brooklyn, N. Y.

*Mark Goods in Our Care, Eastern District Terminal, Brooklyn*

POOL CARS DISTRIBUTED

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**William H. Strang Warehouses**

Established 1875

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Packing, Shipping, Moving  
and Storage of Household Goods

N. Y. F. W. A.

## BROOKLYN, N. Y.

Phone number—South 3474

JOHN E. CASSIDY, *Treas.***Nineteenth Street  
Storage Warehouse**

Incorporated

Nineteenth St. and Eighth Ave.  
BrooklynStorage for Household Goods  
and Merchandise, Packing and  
Shipping, Motor Vans.

We are convenient to all railroads at Bush Terminal Station for deliveries to Bay Ridge, South Brooklyn, Flatbush and Prospect Park Sections. Consignments to these points can be handled economically by us.

*Members N. F. W. A. and N. Y. F. W. A.*

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ALBERT HARTOG,  
Manager**Sunlight Fireproof Storage  
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Our Motto: Efficiency, Service, Safety

PRIVATE ROOMS

Fireproof Warehouse:  
Entire Block Classon Avenue, Atlantic Avenue  
and Pacific Street

Office: 1050 Atlantic Avenue

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ESTABLISHED 1903

**AMERICAN HOUSEHOLD STORAGE CO.**

297-303 NIAGARA STREET

Moving, Packing, Storage of  
Household Goods*Fireproof and non-fireproof warehouses convenient to railroads.*

N. F. W. A.

A. W. A.

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**BUFFALO  
STORAGE & CARTING COMPANY**  
STORAGE, TRANSFER AND  
FORWARDING

Warehouse on New York Central Tracks

## BROOKLYN, N. Y.

Established 1889

**Chas. D. Strang's  
Montauk Storage Company**

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Fireproof Branch: 355-360 Coney Island Ave.

Send your shipments to Brooklyn in my care.  
Both your customers and yourself will receive  
prompt, careful and courteous attention.Storage, Moving, Packing and  
Shipping of Household Goods.

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**COLD SPRING STORAGE CO., Inc.**

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1440 MAIN ST.

FIREPROOF and NON-FIREPROOF WAREHOUSES

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OUR WAREHOUSES ALL FIREPROOF  
MOVING—PACKING—STORING—SHIPPING  
HOUSEHOLD GOODS EXCLUSIVELY

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Everything in the Line of Moving,  
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STORAGE FOR HOUSEHOLD EFFECTS

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"SERVICE"

In distribution of goods for National Merchandisers.  
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**QUEEN CITY WAREHOUSE CORP.**

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Terminal Warehouse  
Private Railroad Siding All Railroad Connections  
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Large Team Truck Facilities for Carload Traffic  
Rates on application

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Queens Borough Consignments—serving principally Woodside, Winfield,  
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Consign all l. c. l. shipments and c. l. shipments to the different  
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**WE SHIP SUDDEN**

Located Main Line—D. L. & W. R. R. and  
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DISTRIBUTING AND WAREHOUSING  
Best Warehouse in the Southern Tier.  
Low insurance.

Reference: Second National Bank,  
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and many mercantile houses.

**JOSEPH BIMBERG SONS**

Elmira, N. Y.

Reference R. G. Dun or any bank in our city.

The Men Who Distribute  
**Cudahy Products**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## ELMIRA, N. Y.

**We Offer the Most Complete  
Service in Elmira and  
Vicinity**

Service Our Middle Name

BEST DISTRIBUTING POINT  
in Western New York and Pennsylvania

Three Warehouses, 75,000 square feet  
floor space, can accommodate 150 cars  
of merchandise.

Free switching privileges, D., L. & W.,  
Erie, Penna. and L. V. Railroads.  
Switch enters building; can load and  
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General Merchandise and Storage. For-  
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Competent help in office and warehouse.  
We can be used as a branch house at no  
extra expense.

We do our own trucking.

**ELMIRA  
STORAGE AND SALES  
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LONG ISLAND }**John Winklers Sons, Inc.**

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Our Service Extends to **Household Goods**  
Arverne **Shipments**  
Rockaway Beach **Exclusively**  
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We do a general storage, moving, carting  
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Put it on the shippers' map by  
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## Forest Hills Fireproof Storage

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Storage and  
Shipping of  
Household  
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Exclusively

Serving Forest  
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maica.

Member N. F. W. A.

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Send Your Long Island Shipments

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## Jamaica Storage Warehouse

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WRAPPING  
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Adjacent to Biggest Railroad Terminal on Long Island

WE RENDER PROMPT SERVICE

Member: N. F. W. A.

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Our Service  
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MOUNT VERNON  
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NEW ROCHELLE  
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or any other  
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Consign Shipments to Mt. Vernon,  
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Fire Proof Storage  
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LOWEST INSURANCE RATES IN NEW YORK.

MOST CENTRAL LOCATION IN NEW YORK.

SERVICE, PROMPT AND EFFICIENT.

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CONCRETE BUILDING, NEW, CLEAN, ESPECIALLY

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REASONABLE STORAGE RATES.

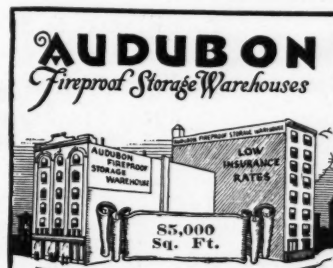
Also Baltimore & Ohio (Pier 21, East River) Stores,  
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Your Harlem and  
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Efficient Service  
Prompt Attention  
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1928 Amsterdam Ave., Cor. 155th St.

Moving — Packing — Shipping — Silver Vaults

## ABSOLUTELY FIREPROOF

Route to All Harlem Stations

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New York Furniture Warehousemen's Assn.  
Van Owners' Assn., Greater New York.

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District from 135th  
St. to Yonkers, East  
and West Side.

DEAD STORAGE  
FOR AUTOS

## NEW YORK, N. Y.

## CAMPBELL STORES

WAREHOUSEMEN  
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TRUCKMEN

HOBOKEN, N. J.

TELEPHONE 1718

Member of

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ONE HUNDRED  
FOOT OF TWENTY-NINTH STREET

Mr. Traffic Manager,  
Anywhere.

Dear Sir:- Re: "Distribution in New York City &amp; Vicinity."

We would be pleased to have you take advantage of our  
facilities. We believe we can give you satisfactory service,  
the result of our long experience.

May we have the opportunity of quoting you rates?  
Write us fully as to your needs.

Yours very truly,

CAMPBELL STORES.

*W. E. Wilson*  
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FACILITIES We have them. Direct rail and water connections.  
LOCATION Just across the River from New York City.  
EXPERIENCE Forty three years of integrity.  
EQUIPMENT Our own trucking plant.  
Warehouses, heavy mill construction.  
SERVICE Prompt, comprehensive, efficient and reliable.



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DEAD STORAGE OF AUTOMOBILES & MACHINERY  
*Automobiles Boxed for Export*

GENERAL TRUCKING

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**Chelsea Fireproof Storage Warehouses, Inc.**

COMPLETE SERVICE TO SHIPPERS

Storage, Moving, Packing, Shipping  
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Ship to  
the  
Chelsea



Equipped  
for prompt  
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Our Harlem Warehouse

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112-120 West 107th St.

Members of

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National Furniture Warehousemen's Association  
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NEW YORK, N. Y.

"SERVICE THAT SATISFIES"

**Cuneo Storage Co., Inc.**

1569-1575 Southern Boulevard



MODERN  
FIREPROOF  
WAREHOUSE

Centrally located we  
are equipped to handle  
your Bronx consign-  
ments.

The Men Who Distribute

**Jersey Cereals**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

NEW YORK, N. Y.

**Fireproof Warehouses**

Day & Meger  
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PACKERS - SHIPPERS  
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OF HIGH GRADE  
HOUSEHOLD EFFECTS & ART OBJECTS  
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WE SOLICIT  
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Three large fireproof storage warehouses adjacent  
to Washington Heights and all counties  
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and our business has developed and progressed  
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Motor Truck and Horse  
Service.

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"We are operating four warehouses,  
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of your shipments.

"Our prices are not 'slashed' prices nor  
are they higher than those calculated  
to return *you* a profit.

"Our prime object is to render you a  
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of profit through the very nature of its  
high efficiency.

"Whatever your problems are, we will  
gladly co-operate with you. Write us  
at any time, but preferably *now*."

F. X. PRUZINER, Pres.

Specialists in Storing,  
Trucking & Lightering.

Local and Long Distance  
in all branches on Ton-  
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Shipping, Weighing, Car  
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Main Office: 586-588 Washington St.

Members of the Merchants Truckmen Bureau of New York

NEW YORK, N. Y.

## Another one of 7

The warehouse pictured here is another  
one of our chain of seven—stretching  
from Manhattan to New Rochelle.

When a business grows as ours  
has grown and develops from  
one small unit to seven large  
warehouses—there is a reason  
—and a good one—for it.

Service—better service—is the  
answer.

This service is at your disposal  
for all shipments—large or  
small—consigned to New Ro-  
chelle—Mt. Vernon—Pelham—

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kers and all points in West-  
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Our experience extends over a  
period of more than 40 years  
and we offer you every facility  
covering the prompt and effi-  
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housing of household goods and  
merchandise of every descrip-  
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2300 8th AVE.  
BETWEEN 123d-124th STS.

## LEE BROTHERS, Inc.

General Offices: 101 E. 125th St.  
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NEW YORK, N. Y.

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Are you—Mr. Manufacturer—satisfied with your warehousing conditions in New York?

Are you paying a cartage charge from Railroad Station to Warehouse?

Are you paying a higher rate of Insurance than you should?

Are your goods stored in an absolutely fireproof warehouse?

Are you paying for high class service and not getting it?

We could ask you a hundred similar questions.

We are rendering unequalled service to a number of very large concerns, handling all details from receiving of goods to delivery to customer's door at a very low cost. We can do the same for you.

We are located at Bush Terminal, Brooklyn, N. Y., in the heart of the shipping centre.

We have our own Railroad Siding.

Our Export Department is at your service, re: handling all details from securing space on Steamers to final clearance papers.

*We solicit your inquiries.*

## McNALLY BROS., INC.

**Bush Terminal**

**BROOKLYN, N. Y.**

NEW YORK, N. Y.

*Quality  
Service*

**CHAS. S. MORRIS**  
Pres. and Treas.

**LAWRENCE S. MORRIS**  
Sec. and Mgr.

Established 1875



**Metropolitan Fireproof Warehouse Corp.**  
Amsterdam Ave. and 83rd St.  
New York City

Members:  
N. F. W. A., N. Y. F. W. A., C. W. A., N. Y. S. W. A., V. O. A.

NEW YORK, N. Y.



## MORGAN & BROTHER

Storage Warehouses  
and Motor Vans

G. E. TACKER, Manager

**MOVING      STORAGE      PACKING**

Our reputation for handling collections on consignments is your guarantee in selecting us as your correspondent in New York City

*Furniture and Works of Art Boxed  
and Shipped to All Parts of the World*

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9746 }

H. J. F. MINDERMAN, Inc.

**TREMONT VANS & STORAGE**

AUTO VANS for LONG DISTANCE MOVING AND OUTINGS  
Warehouse: 501-505 EAST 171ST ST., Near Third Ave.  
Piano Hoisting A Specialty

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Fireproof and Non-fireproof Warehouses  
Factory Distributors — Motor Service  
Adjacent to all Bronx Terminals. Economic and  
Satisfactory Service

THIRD AVENUE AND 140th STREET

## NEW YORK, N. Y.

**Special Lift Vans**

For Household Goods—Works of Art—Antiques.

**FOR EXPORT SHIPMENT**

In Sizes from 200 to 800 Cubic Feet.

Our Prices Will Convince You.

**NEW YORK CRATING AND  
FORWARDING CO.**

Est. 1898.

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Custom House  
License 1291

Track Connection  
Penna. R. R. and  
N. Y. Central R. R.

Base Rate, 16c

**P. F. D. Warehouse Corp.**

*Storage & Distribution*

610-12 WEST 39TH ST., NEW YORK

NEW YORK  
STATEN ISLAND } N. Y.

C. H. BROWN, Pres.

**STORAGE  
RICHMOND  
WAREHOUSES**

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Shipments to Staten Island Solicited

Warehouses located at West New Brighton  
and Tompkinsville

Members N. F. W. A. and N. Y. F. W.

## NEW YORK, N. Y.

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**FIREPROOF STORAGE WAREHOUSE**

176 EAST 119TH STREET

Fireproof Warehouse

Packing, Storage, Shipping, Trucking Household Goods  
Exclusively

Member of V. O. A. of Greater New York

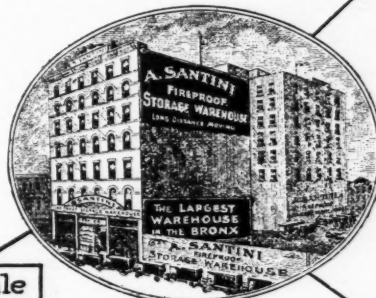
## NEW YORK, N. Y.

**A. Santini & Sons, Inc.**

439-445 E. 149th St. (near 3rd Avenue)  
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Located in the Hub of the Bronx

100 yds  
N.Y.C.R.R.



$\frac{3}{4}$  mile  
L.V.R.R.

Convenient to all railroad terminals.

About  $\frac{1}{2}$  mile  
N.Y.N.H. &  
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**Largest Fireproof Warehouse  
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*A Fleet of Fifteen Padded Vans.*

Movers and Packers

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Low Insurance Rate

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Established 1887

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**SUNRISE STORAGE COMPANY, Inc.**

456-458 East 173d St., Bronx, New York City

Dependable, direct and satisfactory service can be given your customers by sending shipments for any part of New York City, particularly the Bronx and Westchester Co., to us.

STORAGE MOVING PACKING SHIPPING  
OF HOUSEHOLD GOODS

Collections made and promptly remitted

## NEW YORK, N. Y.

**TOOKER STORAGE &  
FORWARDING CO.**

MERCHANDISE WAREHOUSEMEN

Pool Cars Distributed

Minimum Handling Expense

Building Equipped

With Automatic Fire Alarm

Erie Railroad Siding

New York Office

Chicago Office

and  
Warehouse:

and  
Warehouse:

28th St. & 11th Ave.

Clark & 14th Sts.

Erie R. R. Tracks  
Tel. Chelsea 7845-7846

Erie R. R. Tracks  
Tel. Victory 2360-2429

## NEW YORK, N. Y.

A Room for Every Load of Furniture

**The Tiffany Fireproof Storage Warehouses**  
1133-35 Tiffany Street, Bronx

When consigning your goods to the Bronx ship to us. We are conveniently located near all railroad terminals.

Efficient Service Our Motto  
Packing—Shipping—CratingNational Furniture Warehousemen's Association  
N. Y. F. W. A., V. O. A. of Greater New York

## NEW YORK, N. Y.

"We Move in Society"

**HUGH F. WARD & BRO.**

MOVING, PACKING AND SHIPPING

Storage Warehouses, 540-542 West 38th Street, New York  
Members of N. F. W. A., N. Y. F. W. A., A. W. A., V. O. A.

## NIAGARA FALLS, N. Y.

**WILLIAM YOUNG**TRANSFER AND STORAGE OF  
HOUSEHOLD GOODSMACHINERY AND SAFE MOVING A SPECIALTY  
"Unexcelled SERVICE"

## OGDENSBURG, N. Y.

**DELOR DOE**

Truckman and Warehouseman

Pool Cars and Distribution. Storage for Out-of-Town Concerns. General Trucking and Storage of Household Goods, Merchandise, Safes, Machinery, Pianos.

21 ROSSEEL ST.

OGDENSBURG, N. Y.

## POUGHKEEPSIE, N. Y.

**Birrer Motor Freight  
& Transportation Co., Inc.**MOVING HAULING SHIPPING  
CONCRETE DISTRIBUTING WAREHOUSE POOL CARS  
Office and Warehouse, 574-576 MAIN ST.  
PHONE 2059

## ROCHESTER, N. Y.

**General Merchandise  
Storage**

DISTRIBUTION AND FORWARDING

Insurance Rate 12c.

Service That Brings Results**B. R. & P. Warehouse, Inc.**

E. D. Davis, President

Rochester, N. Y.

## ROCHESTER, N. Y.

Arthur S. Blanchard, President and Treasurer

**Blanchard Storage Co., Inc.**Storage Moving HOUSEHOLD GOODS Packing Shipping  
FIREPROOF AND NON-FIREPROOF WAREHOUSES  
Allen and N. Washington Streets

Members NFWA. and AWA.

## ROCHESTER, N. Y.

**J. C. Clancy Carting Company**

Service Since 1885

Office: Webster Cor. Grand Ave.

Household Goods—General Merchandise

Fleet of Motor Trucks for Local and Long Distance Work

## ROCHESTER, N. Y.

**SAM GOTTRY CARTING CO.**

Office: POWERS BLDG.

Household Goods and General Merchandise

Direct Siding: Rome, Watertown &amp; Ogdensburg R. R. (Branch N. Y. C.)

Pool Car Shipments—Motor Truck Equipment for Handling All Heavy Work

Specialize—Glucose, Paper, Machinery, Sugar, Pails

## ROCHESTER, N. Y.

Storage, transfer and forwarding of general merchandise. Only warehouse situated in center of city on N. Y. C. R. R. siding. Equipped with sprinkler system. Lowest insurance rates.

**MONROE WAREHOUSE CO., INC.,**

55-83 Railroad Street

Rochester, N. Y.

The Men Who Distribute

**Globe Soap**Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index**Distribution & Warehousing**

IS

**\$2.00 A YEAR**

The Warehouseman who does not find ideas and suggestions in any one issue which will make or save him a hundred times that amount is either ready for the millennium or is not looking for opportunities.

## ROCHESTER, N. Y.

**ROCHESTER STORAGE WAREHOUSES**

Owned and operated by  
**ROCHESTER CARTING CO.**

Facilities for Storing, Transferring and Forwarding Household Goods and Merchandise.

162-164 Andrews Street

## ROCHESTER, N. Y.

**JOSEPH A. SCHANTZ CO.**

171 to 219 Central Avenue

Separate Fireproof Locker Rooms. Motor Vans for City and Long Distance Moving. Storage and Packing Household Goods. Warehouse Space. Negotiable Receipts Issued.

Member New York Warehousemen's Assn.

## SCHENECTADY, N. Y.

**CAMPBELL'S WAREHOUSE**

740 Brandywine Ave.

Founded 1902

PACKING, SHIPPING and STORAGE of HOUSEHOLD GOODS EXCLUSIVELY

Correspondence invited

## SCHENECTADY, N. Y.

**W. CADY SMITH**

114 Wall Street

Household Goods Moved, Stored, Packed and Shipped  
General Merchandise Distributors for Manufacturers and Wholesalers

Daily Express Service Between Albany and Schenectady

## SYRACUSE, N. Y.

**King Storage Warehouse, Inc.**

Opposite N. Y. C. West St. Station



**COMMERCIAL and FURNITURE  
STORAGE  
PRIVATE RAILROAD SIDINGS**

**DISTRIBUTING SERVICE**

Carload or less carload shipments will receive prompt and careful attention. This branch of warehousing has been a specialty with us for over twenty years. We maintain our own delivery service.

**HOUSEHOLD GOODS**

We solicit your Syracuse business. Motor delivery service. Careful attention to collections. Satisfaction to yourself and customer guaranteed.

**FOR SAFETY WE SHIP FURNITURE IN THE KING SHIPPING CASE**

358-376 West Water St.

**MEMBERS**

American Warehousemen's Association  
National Furniture Warehousemen's Association

## SYRACUSE, N. Y.

**PROPER REPRESENTATION**

Consign Your Central and Northern New York Shipments in Carloads and Let

**THE DIETS SERVICE**

Distribute and Re-ship Them.

Fully Equipped to Handle Your Storage Stocks.

Write

**DIETS STORAGE WAREHOUSE**

Office: 108 Wilkinson St.

## TROY, N. Y.

**Great Eastern Storage,  
Transfer & Wrecking Corporation**  
124-134 Ferry Street, Troy, N. Y.

**MERCHANDISE AND FURNITURE  
STORAGE.**

**DISTRIBUTORS AND FORWARDERS**

Private R. R. siding. Free switching from all railroads entering Troy. Main Warehouse located in Wholesale District, close to R. R. and Boat Depots. One Warehouse on the Barge Canal. POOL CARS HANDLED. Specialty salesmen available. Collections made. Buildings have Dry Sprinkling System. Lowest Insurance rates in the City. References from any of our satisfied customers on request.

## UTICA, N. Y.

In Utica it is

**"Jones of Utica"**

Special attention given to Merchandise Distribution and Pool Car shipments, also Household Goods shipments.

Members of American Warehousemen's Association, National Furniture Warehousemen's Association, New York State Warehousemen's Association and Central New York Warehousemen's Club.

**JONES-CLARK TRUCKING and  
STORAGE CO., Inc.**

127-135 Hotel St.

## UTICA, N. Y.

**Seneca Warehouse Co., Inc.**

125,000 sq. ft. of Fireproof Storage.

Insurance rate 12c.

Private R. R. Siding—6 Cars.

**MERCHANDISE—POOL CAR DISTRIBUTION.**

## WATERTOWN, N. Y.

**WINSLOW TRUCKING CO., Inc.**

**GENERAL STORAGE, TRUCKING AND TRANSFER**

**FIREPROOF WAREHOUSE LARGEST IN NORTHERN NEW YORK**

**Moving, Packing, Shipping**

Members: N. F. W. A. and A. W. A.



## YONKERS, N. Y.

**McCann's Storage Warehouse Co.**

3 MILL ST.

**Fireproof Storage Warehouse**

Strictly modern in every respect. The largest and latest in Westchester County—serving entire county.

## CHARLOTTE, N. C.

Is the natural distributing point for North and South Carolina. We distribute pool cars, store merchandise only and act as branch house for manufacturers. Fireproof warehouses. Free switching with all roads entering City.

**AMERICAN BROKERAGE & WAREHOUSE CO.**

Established 1908

## CHARLOTTE, N. C.

**Carolina Transfer & Storage Co.**

211 W. 1st St., Charlotte, N. C.

Bonded fireproof storage.

Household goods and merchandise.

Pool cars handled promptly. Motor Service.

Members A. W. A. and N. F. W. A.

## GREENSBORO, N. C.

**THE GATE CITY TO NORTH CAROLINA  
AND THE SOUTHEAST**

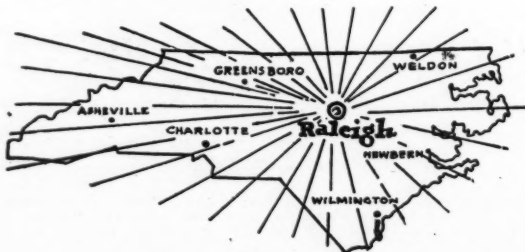
Largest population in 50-mile radius of any city south of Washington and east of Mississippi River

**MODERN FIREPROOF BONDED WAREHOUSES**  
150,000 Sq. Ft. Floor Space Private Railway Siding

**Merchandise Storage and Distributing**

Greensboro Warehouse &amp; Storage Company

## RALEIGH, N. C.



**R**ALEIGH, in the heart of the new south, is the logical distribution point for shipments to this territory. It is centrally located and reaches a population of over one million, five hundred thousand within a radius of 100 miles. Raleigh has excellent railroad service and re-shipping facilities.

We store, reship and distribute all classes of freight in this territory. We have modern, brick warehouses located directly on the railroad tracks and specialize in pool car distribution.

**CAROLINA**  
STORAGE AND DISTRIBUTING COMPANY  
(BONDED)

## FARGO, N. D.

**UNION TRANSFER COMPANY**

126,000 square feet floor space. Seventeen years of service to shippers. Merchandise, agricultural implements, household goods. Ship pool cars and spot stocks in our care. No car switching charges.

806-810 Nor. Pac. Ave.

Members—A. W. A. C. W. C. A. C. W. Minn. W. A.

## GRAND FORKS, N. D.

**Kedney Warehouse Co.****FIREPROOF STORAGE**

Merchandise and Household Goods  
Pool Car Distribution—Moving—Packing

Members—A. W. A. C. W. C. Minn. W. A.

## AKRON, OHIO

THE  
**CITY VIEW**  
**APARTMENT & STORAGE CO.**

LARGEST FIREPROOF STORAGE CO.

IN  
**AKRON**

Commercial &amp; Household Goods

LOCATED IN THE HEART OF AKRON  
on B & O RAILWAY—FREE SWITCHING

## AKRON, OHIO

**COTTER**  
**WAREHOUSE**

Akron, Ohio



Fireproof  
Warehouse  
for Furniture

Motor Vans  
Packing

The *W. Lee* **COTTER WAREHOUSE Company**

239 East Mill St., Akron, Ohio

Formerly

Union Fireproof Warehouse Co.

## AKRON, OHIO

# Cotterage

FOR CENTRAL STATES  
DISTRIBUTION OF MERCHANDISE

## AKRON, OHIO



Merchandise  
Storage and  
Distribution  
Rubber Makers'  
Supply Depot



THE UNION TERMINAL WAREHOUSES  
of

*The W. Lee* COTTER WAREHOUSE Company

Established in 1882  
Akron, Columbus, Mansfield and Toledo  
Executive Offices at Mansfield, Ohio

Akron Office, 97 East South St.

## AKRON, OHIO

## The KNICKERBOCKER WAREHOUSE and STORAGE CO.

36 CHERRY STREET

HOUSEHOLD GOODS AND MERCHANDISE  
FIREPROOF WAREHOUSE MOTOR TRUCKING

## CANTON, OHIO

## THE CUMMINS STORAGE CO.

Cor. 4th and Walnut St., S. E., CANTON, OHIO  
General Merchandise, Distribution and Household Goods Storage.  
Fireproof and Non-Fireproof Buildings. Private Steel Lockers.  
Unsurpassed facilities for handling pool car and car load shipments.

RAILROAD SIDINGS  
LOGICAL DISTRIBUTOR FOR THIS SECTION

## CINCINNATI, OHIO

## Cincinnati Terminal Warehouse Co.

See our advertisement on front inside cover page.

CINCINNATI  
NORWOOD } OHIO

CONSIGN YOUR SHIPMENTS  
FOR CINCINNATI AND  
NORWOOD, OHIO, TO

THE NORWOOD TRANSFER CO.  
MOVING—PACKING—STORAGE OF HOUSEHOLD GOODS  
POOL CAR DISTRIBUTION OF MERCHANDISE  
MOTOR TRUCK SERVICE

OFFICE: 4416 Main Ave., NORWOOD, OHIO  
WAREHOUSE: Madison Ave. and O. L. & N. R. R.

Members: Ohio Warehousing Association National Furniture Warehousemen's Association

## CINCINNATI, OHIO

## THE CINCINNATI TOBACCO WAREHOUSE COMPANY

Main Office: 7 W. Front Street  
Cincinnati, Ohio

## —STORAGE—

### POOL CAR DISTRIBUTION

Three Large Warehouses Capacity—300,000 Sq. Ft.  
Sprinkler System  
Railway Side Track Along Entire Front

## CINCINNATI, OHIO

Officers—Fred Pagels, President; Arthur Pagels, Secretary;  
R. W. Pagels, Treasurer.

## The Fred Pagels Storage Co.

Fireproof and Non-Fireproof

Business Established in 1867 and built up by

A SERVICE THAT SATISFIES

Prompt Deliveries by Motor  
Complete Transfer Facilities

Member  
of

National Furniture  
Warehousemen's  
Association  
and  
Ohio Furniture  
Warehousemen's  
Association



MAIN OFFICE

937 West 8th St.

Four blocks from  
any R. R. entering  
Cincinnati.

## CINCINNATI, OHIO

## A Good Reputation of Long Standing



Ever since distribution needs of modern caliber have been felt, the Panhandle Warehouses have been satisfying them. This long record of service rendered with satisfaction is a guarantee to you of the sort of treatment you may expect in transshipping through us. Low insurance, absence of trucking charges on most of our rerouting, and speed, are good cause for you to entrust your warehousing interests to us.

## Panhandle Storage Warehouse Cincinnati, Ohio.

J. F. Upperman, Resident Manager

## CINCINNATI, OHIO

Established 1858

We are equipped to handle carloads and less than carloads for out of town firms. Warehouse on Pennsylvania Railroad. Motor Truck and Team Service.

**WALLACE TRANSFER & FORWARDING CO.**

222 and 224 East Front Street

Member of { American Warehousemen's Assn.,  
American Chain of Warehouses

## CINCINNATI, OHIO

**THE ZEIGLER SCHAEFER COMPANY**

(Inc'P'D.)

Fireproof and Non-Fireproof Storage

Over 100,000 square feet in the heart of Cincinnati

Let Us Store, Move, Pack, Ship or Distribute Your  
Automobiles, Furniture and Merchandise

2000-2020 ELM ST.

Est. 1899

## CLEVELAND, OHIO

# THE ANDREWS

Furniture Storage Co.

6802 LEXINGTON AVE.

**MEMBERS**[ Cleveland Furniture Warehousemen's Association.  
National Furniture Warehousemen's Association. ]

## CLEVELAND, OHIO

**Ship Your Cleveland Freight**Direct care Gregg Cartage Co. Freight to and from Depots.  
Storage and delivery on request.

Distribution of Samples, Packages and Circulars.

**GREGG CARTAGE CO.**

502 Prospect Fourth Bldg., CLEVELAND, OHIO

The Men Who Distribute  
**Porter Door and Window  
Screens**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## CLEVELAND, OHIO

# THE CLEVELAND STORAGE CO.

Established 1884

Offices: Guardian Building

**Mercantile Storage Only**Pool Cars for Distribution  
and Reshipment

Convenient to Business and Shipping District

**LOW INSURANCE RATES**

Sprinkler System

3 Warehouses, Private Siding,  
C. C. C. & St. L. R. R.

## CLEVELAND, OHIO

# The Curtis Bro.'s Transfer Company

French, Winter and Fall Streets  
CLEVELAND, OHIO

# Mercantile Storage and General Trucking

# Bulk Oil Storage 125,000 Gallons

Low Insurance

Sprinkler System

Private Siding on

C., C., C. &amp; St. L. R. R.

Pool Cars for Distribution

Motor Truck Service



CLEVELAND, OHIO

## The Knickerbocker Storage Co.

7724 Detroit Ave.

Cleveland, Ohio

### HOUSEHOLD STORAGE

Moving

Packing

Shipping

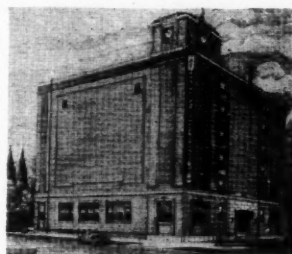
Member American Warehousemen's Assn.

CLEVELAND, OHIO

## THE LAKEWOOD

Fireproof Storage Co.

14401 DETROIT AVE.



Send us your  
Lakewood and West Side of  
Cleveland shipments

#### MEMBERS

[Cleveland Furniture Warehousemen's Association.]  
[National Furniture Warehousemen's Association.]

CLEVELAND, OHIO

## THE LAKESHORE MOVING & STORAGE CO.

664 East 105th St.



#### MEMBERS

[Cleveland Furniture Warehousemen's Association.]  
[National Furniture Warehousemen's Association.]

CLEVELAND, OHIO



*Lederer Has Something  
in Store for You*

## LEDERER TERMINAL

MERCANTILE WAREHOUSES

CLEVELAND, OHIO

## ANNOUNCEMENT

Mr. Mead Redhead, the organizer and for the past eight years President and Manager of The Redhead Storage Company, has severed his connection with the old company and announces the formation of his new Storage Company.

### THE MEAD REDHEAD COMPANY

Storing, Moving, Packing, Shipping

1108 East 123rd Street

Every service in Storing, Moving, Packing and Shipping will be available and the same supervision and courteous attention given at the new location.

CLEVELAND, OHIO

## THE LIBERTY CARTAGE CO.

422-4 FRANKFORT AVE.  
CLEVELAND, OHIO

### MERCANTILE STORAGE

CARLOAD  
CONSOLIDATING  
DISTRIBUTING  
FORWARDING  
FREIGHT HANDLERS  
CITY DELIVERIES

AFFILIATIONS  
PENNOYER FREIGHT SERVICE

MEMBER

American Warehousemen's Assn.  
National Team & Motor Truck Owners' Ass'n.

CLEVELAND, OHIO



*In the new warehouse unit of The Lincoln Storage Co., nothing has been overlooked that might help to make the storage of furniture a more exact science.*



It has often been said that the success of the British Empire is founded on the responsibility and the absolute square dealing of British firms engaged in overseas trade.

This matter of inter-city warehousing and shipping has much of the same quality. When you ship to Lincoln in Cleveland, you can be as sure of what will happen as if you sat across the desk from us.

**THE LINCOLN STORAGE CO.**  
5700 Euclid Ave., Cleveland. Established 1905

Geo. A. Rutherford, Pres.

W. R. Thomas, Vice-Pres. W. H. Turner, Sec. & Treas.  
Member N. F. W. A., A. W. A., and C. F. W. A.

CLEVELAND, OHIO



Is not the best evidence of real service rendered the voluntary testimonial of an associate member?

*We really appreciate the business which so many of our Association Members are forwarding to us for*

### CLEVELAND and SURROUNDING TERRITORY

A. W. NEAL  
Pres.

C. J. NEAL  
Vice-Pres. & Treas.

W. R. KISSICK  
Sec'y

**HARTFORD DESPATCH AND TRUCKING CO.**  
INCORPORATED  
FORWARDERS OF EXPRESS AND FREIGHT  
HARTFORD, CONN.

Subject: File #393.

December 31, 1923.

The Neal Fireproof Storage Co.,  
7208-7216 Euclid Avenue,  
Cleveland, Ohio.

Gentlemen:

Referring to your letter of December 27th, kindly accept our thanks for the efficient manner in which you handled the above shipment.

You may rest assured that the splendid co-operation given will result in our routing future shipments in your care.

Yours very truly,

HARTFORD DESPATCH &amp; TRUCKING CO.

E. G. Mooney,  
Jr.

Treas.

*The* **NEAL** FIREPROOF STORAGE CO.  
7208 EUCLID AVE. CLEVELAND

**SHIPMENTS  
FROM COAST  
TO COAST**

CLEVELAND, OHIO

**Ninth Street Terminal  
Warehouse Co.**

1200 West Ninth St.

See our advertisement on front inside cover page.



CLEVELAND, OHIO

**THE  
SCOTT BROS.  
Fireproof Storage Co.**

1838-40 East 55th Street



**MEMBERS**

[ Cleveland Furniture Warehousemen's Association.  
National Furniture Warehousemen's Association. ]

**KEEP IT UP!**

One step won't take you very far, you've got to keep on walking;  
One word won't tell them what you are, you've got to keep on talking;  
One inch won't make you tall, you've got to keep on growing;  
One little "ad" won't do it all, you've got to keep 'em going.

*Sent to DISTRIBUTION & WAREHOUSING  
by George S. Lovejoy, Vice-President of the  
American Warehousemen's Association.*

**The Men Who Distribute  
U. S. Envelopes**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

CLEVELAND, OHIO

**New Fireproof  
Warehouse  
14441  
Euclid Ave.**



**THE  
WINDERMERE  
Transfer & Moving Co.**

CONVENIENTLY LOCATED FOR  
EAST CLEVELAND AND  
CLEVELAND HEIGHTS SHIPMENTS  
**MEMBERS**

[ Cleveland Furniture Warehousemen's Association.  
National Furniture Warehousemen's Association. ]

COLUMBUS, OHIO

**Cotterage**  
FOR CENTRAL STATES  
DISTRIBUTION OF MERCHANDISE

COLUMBUS, OHIO



Excellent facilities for  
Merchandise Storage and  
Distribution.



Service your customers  
will appreciate.



In transit privileges.



**COLUMBUS TERMINAL WAREHOUSES  
of**

*The W. Lee* **COTTER WAREHOUSE Company**  
Established in 1882  
Akron, Columbus, Mansfield and Toledo  
Executive Offices at Mansfield, Ohio



## COLUMBUS, OHIO

Safety First

## The Fireproof Warehouse & Storage Company

1018-30 North High Street  
Columbus, Ohio

## TRANSFERRING — STORING — PACKING

We have one of the finest warehouse plants in the state; being steam heated throughout, equipped with a sprinkler system, absolutely fireproof. The cheapest rate of insurance. Located handy to all railroads, we are able to deliver the best service obtainable anywhere. We solicit your shipments to our city and assure you we will reciprocate. P. A. DOLLE, General Manager.

## Motor Truck Service

Vaults for Valuables

Private Rooms

## COLUMBUS, OHIO.

## The Merchandise Storage Company

Columbus, Ohio

General Storage &amp; Distribution

SERVICE THAT WILL SATISFY

## DAYTON, OHIO

## THE LINCOLN STORAGE CO.

"Fireproof"

Big 4 Private Siding

Member N. F. W. A.

313-315 EAST FIRST STREET

A. B. Compton, Vice-President and General Manager

## DAYTON, OHIO

## THE UNION STORAGE CO.

U. S. BONDED

BAINBRIDGE, BACON &amp; STATE STREETS

MERCHANDISE STORAGE TRANSFER DISTRIBUTION

## LAKEWOOD, OHIO

## THE

## Lakewood Fireproof Storage Co.

14401 Detroit Ave.

LAKEWOOD

OHIO

CLEVELAND

We solicit your shipments to  
Lakewood and west side of Cleveland.

## LIMA, OHIO

POOL CAR DISTRIBUTORS

## EAGY TRUCK AND STORAGE

320-322 NORTH CENTRAL AVENUE

General Trucking, Rigging, Long Distance Moving,  
Storage and Vans

PHONE MAIN 2548

LIMA, OHIO

The Men Who Distribute

## Hallet &amp; Davis Pianos

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## MANSFIELD, OHIO

# Cotterage

FOR CENTRAL STATES  
DISTRIBUTION OF MERCHANDISE



## MANSFIELD, OHIO

Fireproof Warehouse for Furniture.

Motor Vans. Packing.

Merchandise Storage and

Distribution.

The Trunk Line City.



The W. Lee COTTER WAREHOUSE Company

Established in 1882

Akron, Columbus, Mansfield and Toledo

Executive Offices at Mansfield, Ohio

## MANSFIELD, OHIO

## Mansfield Transfer & Storage Co.

Warehouse  
Furniture  
Merchandise

Mr. Wholesaler:

We reach 50 towns and  
serve 1000 customers around  
Mansfield by motor truck.

Let us store and distribute  
your merchandise.

MANSFIELD, OHIO

## MARION, OHIO

## MERCHANTS Transfer Company

160 McWILLIAMS COURT, MARION, OHIO

Heavy Haulage Our Specialty. General Distribution and Storage of Merchandise. Motor Vans for Local and Long Distance Moving. Storage for Household Goods, Automobiles and Machinery. Packing and Shipping. Private Siding New York Central Lines.

MEMBER N. F. W. A.

## TOLEDO, OHIO



### "SHIP TO TOLEDO AND CONSIGN TO DEPENTHAL"

We are specialists in furniture packing, local and long distance furniture hauling.  
Storage for general merchandise and household goods.  
Connections with all railroads entering the city.  
Private siding on the B. & O.  
Member of National Furniture Warehousemen's Association.  
**DEPENTHAL TRUCK & STORAGE CO.**  
Main Office, 108 Summit Street, Toledo, Ohio

## TOLEDO, OHIO

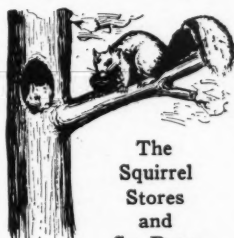
### DREW DOES IT

## H. L. Drew Cartage and Storage Co.

Merchandise and household goods storage.  
Moving, Packing, Crating and Shipping

439 Huron St., Toledo, Ohio

## SPRINGFIELD, OHIO



The  
Squirrel  
Stores  
and  
So Does

W. P. BYERMAN

Expert Movers and Packers  
of HOUSEHOLD GOODS

Citizens Transfer and  
Storage

W. P. BYERMAN

Private Siding on C. C. C. &  
St. L. R. R.



## TOLEDO, OHIO

## THE GENERAL FIREPROOF STORAGE CO.

651-655 STATE STREET

Household Goods Exclusively

Members: The National Furniture Warehousemen's Ass'n  
American Warehouse Association

## TOLEDO, OHIO

## HOUSEHOLD GOODS EXCLUSIVELY

Established 1894

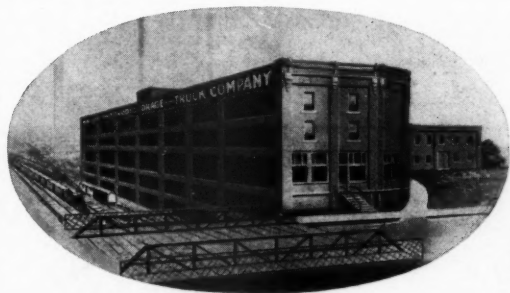
## The H. C. Lee & Sons Co.

TOLEDO'S LEADING MOVERS

STORAGE

MEMBER N. F. W. A. Toledo, Ohio

## SPRINGFIELD, OHIO



## Springfield, Ohio Shipments!

Bill through  
**WAGNER**

Fireproof Storage and Truck Co.

Siding on Pennsylvania Lines. Free Switching Tariff. Excellent and complete facilities for Pool Car Shipments.

Light and Heavy Motor Truck Service for

City and Inter-City Transportation.

A warehouse service that embodies every modern facility for the storage and distribution of merchandise.

## TOLEDO, OHIO

For Merchandise and Household Goods



## The Toledo Merchants Delivery & Storage Company

Merchandise—Household Goods

FIREPROOF STORAGE

SPRINKLED

PRIVATE SIDING

The Arnold Building—Nickel Plate Road

Location—Close to Commercial Center

EXPERT TRUCK SERVICE

ESPECIAL ATTENTION TO DISTRIBUTION AND  
RECONSIGNMENTS OF CAR SHIPMENTS

215 So. St. Clair St., Toledo, Ohio

## TOLEDO, OHIO

Let "RATHBUN" Do It  
**THE RATHBUN CARTAGE CO.**

195 and 197 So. St. Clair St.

Equipment Up to 20 Tons Capacity

*Storage of Household Goods, Pianos and  
Merchandise*

Members Nat'l F. W. Asso.

## TOLEDO, OHIO

**THE TOLEDO STORAGE CO.**

347-49-51-53-55 SOUTH ERIE ST.

formerly The Hassett Storage Company

Jobber's Warehouse

Forwarding—Cartage

Merchandise Storage Only

Distributing of Pool Cars

Warehouse Located on T. St. L. &amp; W. R. R.—Nickel Plate R. R. 3 Car Siding

Every facility for the handling of your goods

## TOLEDO, OHIO

**Cotterage**  
FOR CENTRAL STATES  
DISTRIBUTION OF MERCHANDISE



## TOLEDO, OHIO

Excellent Facilities for  
Merchandise Storage and  
Distribution.



Service your customers  
will appreciate.

Toledo is a Railroad  
Center.



**TOLEDO TERMINAL BRANCH**  
of

*The W. Lee* **COTTER WAREHOUSE Company**  
Established in 1882

Akron, Columbus, Mansfield and Toledo

Executive Offices at Mansfield, Ohio

## YOUNGSTOWN, OHIO

**THE WM. HERBERT & SON CO.**  
ESTABLISHED 1887 INCORPORATED 1922

CRATING — PACKING — MOVING

**STORAGE**

YOUNGSTOWN, OHIO

## MUSKOGEE, OKLA.

**Muskogee Transfer & Storage Co.**

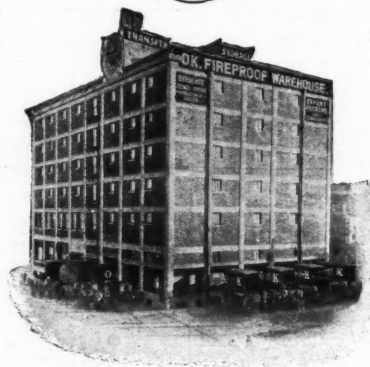
2—Fireproof Warehouses

Merchandise and Household Goods

Stored—Pool Cars Distributed

Railroad Siding.

## OKLAHOMA CITY, OKLA.

**WEICKER****O.K. TRANSFER & STORAGE CO.**

A. C. WEICKER, President

**General Warehousing and Distribution**

Members—Central Warehousemen's Club, American Chain Warehouses, American Warehousemen's Ass'n, National Furniture Warehousemen's Ass'n.

Write for freight tariff to all points in Oklahoma City territory.

## OKMULGEE, OKLA.

**HAL GRIFFIN, THE TRANSFER MAN**

Hauling, Storing and Shipping

Distribution Service

West Third between Frisco and Okmulgee Northern R. R.

## TULSA, OKLA.

**Joe Hodges Fireproof Warehouse**

Moving — Packing — Storage

Mixed Cars a Specialty. Large docks for sorting. We solicit your shipments to our city and assure you we will reciprocate and guarantee prompt remittance. Located on Railroad.

Best Service Obtainable.

## TULSA, OKLA.

**Tulsa Storage & Transfer Co.**

Fireproof Warehouse

Pooled car distributors—private siding "Frisco" merchandise and H. H. Goods—6 railroads into Tulsa—A. T. & S. F., Frisco, M. V., M. K. & T., O. U. R. & S. S.



PORTLAND, ORE.

# General Warehousing Storage-Distribution



## Portland Oregon

*Logical distributing point  
of the  
Pacific Northwest Territory*

PORTLAND, ORE.

## Oregon Transfer Company

474 Glisan St.

PORTLAND, OREGON

We have 200,000 square feet of Class A warehouse space, a complete drayage equipment and a well organized force of experienced men in all departments.

Storage, Drayage, Distribution

PORTLAND, ORE.

# B E K I N S

## FIREPROOF STORAGE

Distributors

Northwest Shipments Promptly Handled

PORTLAND, ORE.  
Sixteenth and Sandy Blvd.

SEATTLE, WASH.  
Madison at Twelfth

ALLENTOWN, PA.

## Hummel Warehouse Company

728-40 N. 15th Street

Pool Car Distribution and Forwarding.  
Transfer. Storage. Railroad Siding.

Mark all shipments Lehigh Valley R. R. Delivery.

BETHLEHEM, PA.

ALLENTOWN, PA.

## F. G. LAZARUS 20th Century Storage

Moving, Storing, Packing, Crating, Shipping  
of Household Goods Only

Direct R. R. Siding Lehigh Valley, C. R. R. of N. J.

PORTLAND, ORE.

G. W. CUMMINGS  
PresidentJ. H. CUMMINGS  
Secretary

## Northwestern Transfer Co.

Incorporated 1888  
STORAGE - DISTRIBUTION - HAULING  
Free Trackage All Railroads  
We Make a Specialty of Distributing Pool Cars  
Office, 64 Front Street

CHESTER, PA.

Headley's  
Express & Storage Co., Inc.  
General Storage  
Merchandise and Household Goods  
Moving, Packing and Shipping

PORTLAND, ORE.

## Oregon Auto Despatch

Established 1904

## DRAYAGE AND STORAGE

Distribution Cars a Specialty

30,000 Feet Warehouse Space

Financial Responsibility

Complete Equipment

Office and Warehouse:  
200 NORTH 13th STREET

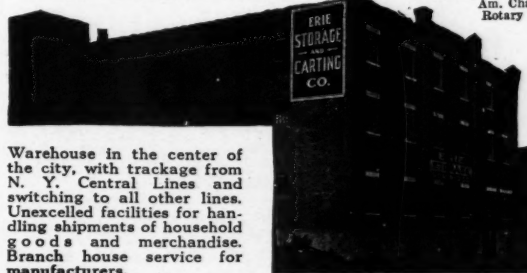
ERIE, PA.

ERIE

## STORAGE & CARTING COMPANY

1502 Sassafras Street

Members of A. W. A.,  
I. F. W. A., N. Y. F. W. A.,  
Am. Chain &  
Rotary Club



Warehouse in the center of the city, with trackage from N. Y. Central Lines and switching to all other lines. Unexcelled facilities for handling shipments of household goods and merchandise. Branch house service for manufacturers.

The Men Who Distribute

## Carter Bloxonend Flooring Congoleum

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

The Men Who Distribute

## Jiffy Desserts

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## ERIE, PA.

**ERIE WAREHOUSE COMPANY**

A Complete and Efficient Service  
Mercantile Storage  
Pool Car Distribution

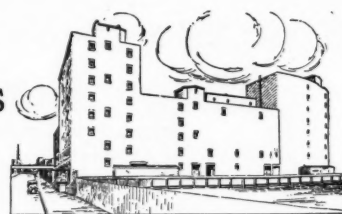
CENTRAL LOCATION  
AMPLE WAREHOUSE AND  
TEAM TRACKAGE

OUR OWN MOTOR TRUCK FLEET

## HARRISBURG, PA.

**POOL CARS**

Efficiently Handled



Merchandise and Household Goods Storage

**HARRISBURG STORAGE CO.**  
P. R. R. Sidings. HARRISBURG, PA.

## ERIE, PA.

**LAKE AND RAIL**

Our downtown warehouse is a modern building, fireproofed, commodious, and located in the heart of Erie's wholesale district, readily accessible to your local trade.

Our docks extend 1000 feet into one of the best harbors on the Great Lakes and have storage facilities for 800 carloads.

These unexcelled facilities make Erie and the Fort Erie Warehouses the logical place and means for rapid, convenient, profitable distribution by discriminating shippers.

**Fort Erie Warehouses & Docks**  
Erie, Pa.

J. M. Dunkle, Resident Manager



## HARRISBURG, PA.

**The Heart of Distribution**

Carloads spotted at our doors are broken into LCL shipments via any steam line, without carting charges. There is a big saving for distributors in this feature. Trackage for twenty-four cars. Lowest insurance rates.

We are located at the very heart of one of the richest and most populous markets in the country. Get your goods into this market economically through our facilities.

**Keystone Warehouse**  
Harrisburg, Pa.

W. C. Wirth, Resident Manager



## ERIE, PA.

**Union Storage Co. of Erie**

See our advertisement on front inside cover page.

## LANCASTER, PA.

**S. S. BERTZ & CO., 226 West Lemon Street**  
**STORAGE WAREHOUSE**

General Merchandise Distribution

Pool Car Shipments

HOUSEHOLD GOODS STORAGE

Local and Long Distance Hauling—Direct Railroad Siding—Both  
Pennsylvania R. R. and Philadelphia & Reading

CORRESPONDENCE SOLICITED

## HARRISBURG, PA.

**Central Storage and Transfer Co.****New Warehouse**

General Merchandise Distribution.

Pool Car Distribution.

Local and Long Distance Trucking.

Railroad Facilities.

## LANCASTER, PA.

**KEYSTONE STORAGE COMPANY**

STORAGE—DISTRIBUTORS—FORWARDERS  
Merchandise and Household Goods

MANUFACTURERS' DISTRIBUTORS MOTOR SERVICE  
Siding on P. R. R. and P. & R.

## LANCASTER, PA.

**Lancaster Storage Co.**  
**Lancaster, Pa.**

Merchandise Storage, Household Goods, Transferring, Forwarding

Manufacturer's Distributors, Carload Distribution  
Local and Long Distance Moving  
Railroad Sidings

## HARRISBURG, PA.

**MONTGOMERY & CO.**

STORAGE WAREHOUSES

Merchandise Storage—Transferring—Forwarding

Direct Track Facilities

Pool Car Distribution

Members A. W. A. and American Chain of Warehouses

## OIL CITY, PA.

**CARNAHAN  
TRANSFER & STORAGE COMPANY**

R. C. LAY, Proprietor  
Piano Moving a Specialty  
Distributing and Forwarding Agents; Packing  
Fireproof Warehouse

## PHILADELPHIA, PA.

**PROPRIETARY MEDICINE WAREHOUSE**

A Specialized Service, Devoted to  
Medicines and Toilet Goods Exclusively  
Twenty years experience in handling and merchandising of Proprietary Medi-  
cines and Toilet Goods with specially selected experienced assistants and an  
intimate association with the drug-trade assures you of the particular service  
these products require. This exclusive service is now being used by some of  
the largest manufacturers in the country.

What are your needs? I can help solve your distribution problems.  
WILBUR H. CROSS  
38 South Third St. Philadelphia, Pa.

## PHILADELPHIA, PA.

ESTABLISHED 1855

**Godley's Storage Warehouses**

101 Walnut St., Philadelphia, Pa.

STORAGE FOR FREE AND U. S. CUSTOMS  
BONDED MERCHANDISE



Track connections  
Pennsylvania Railroad  
Philadelphia & Reading Railroad

## PHILADELPHIA, PA.

HARVEY J. LUTZ MILTON A. HILDENBRAND

**HILDENBRAND BROS.**

STORAGE, PACKING, MOVING  
Broad and Cumberland Streets, Philadelphia, Pa.

Large fleet of Packard motor vans.

## PHILADELPHIA PA.

**Mr. Warehouseman**

If you are interested in a big money-making  
side line which you can develop in your spare

**MOVING FOR PARTICULAR PEOPLE**

LEHIGH AT 21ST ST. PHONE  
DIA. 7360

time, let me  
know. I have  
a real money-  
maker for you.

The Men Who Distribute

**Carter Inx**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## PHILADELPHIA, PA.

**POOL CAR  
DISTRIBUTION**

Railroad Sidings Motor Truck Delivery  
Freight Bills Audited

**Mutual  
Transportation Co., Inc.**

Main Office:  
121-123 N. Front St.

WE SOLICIT YOUR INQUIRIES  
ON

L. C. L.—S. C. AND P. C. SHIPMENTS

STORE DOOR  
DELIVERIES

## PHILADELPHIA, PA.

**Philadelphia  
LOCAL BUSINESS**

1004-1026 Spring Garden Street

Manufacturing Distributors  
Philadelphia, Germantown, Chestnut Hill,  
Camden, N. J., Frankford

## PHILADELPHIA, PA.

Wm. Rommel, Jr., Genl. Manager

**South Jersey Warehouse Company**  
1300 Pine St., Camden, N. J.

General Merchandise Only. Warehouse Receipts Issued.  
Direct Penn. R. R. Siding. Pool Car Distribution  
Motor truck service for Philadelphia and South Jersey deliveries

The Men Who Distribute

**Carey Salt**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index



PHILADELPHIA, PA.

**STORING — PACKING — DISTRIBUTING**9 Warehouses  
Sea and Rail

Trackage Facilities for 43 Cars

Acres of Floor Space  
Phila. & Reading R. R. Penna. R. R.

**LOCATION**—On river front—Heart of jobbing district—Adjacent to navigation lines—Surrounding streets, wide and well paved, eliminate vehicular congestion.

**EQUIPMENT**—Thoroughly modern—Low insurance—High speed elevators—Ample delivery platforms—Fleet of motor trucks.

**FACILITIES**—Direct track connection with Penn. R. R. and Phila. and Reading permitting daily ferry or trap car service—No cartage expense on L. C. L. shipments—Warehouse receipts, considered desirable collateral, available when desired.

**PERSONNEL**—Trained to intelligently handle all merchandise.

**TERMINAL WAREHOUSE COMPANY**  
DELAWARE AVE. & FAIRMOUNT

Members—A. W. A., Distribution Service, Inc., N. F. W. A., Pa. F. W. A.



PHILADELPHIA, PA.

Established 1903

**TROTH'S**  
MODEL WAREHOUSES

MANUFACTURERS'  
DISTRIBUTORS

Direct delivery service throughout Philadelphia  
and Camden :: :: Correspondence solicited

Address

Office—5th and Byron Streets  
CAMDEN, N. J.

PITTSBURGH, PA.

**BELMAR**

MOVING & STORAGE CO.

OFFICE AND WAREHOUSE

Homewood Ave. and P. R. R.  
Pittsburgh, Pa.

We pay commission on all work secured  
through our correspondents and guarantee sat-  
isfaction to your customers.

PITTSBURGH, PA.

In

**PITTSBURGH**

It's

**BLANK'S**  
Transfer & Storage Co.

Since 1880

MOVING—PACKING—STORAGE  
BAGGAGE AND FREIGHT DELIVERY

FIREPROOF WAREHOUSE

REAL SERVICE

## PITTSBURGH, PA.

**Duquesne's Offer:  
Certain Satisfaction**

To the firm selling to wholesalers and retailers we offer quick distribution to two million consumers. Large consignments reach us at carload rates and are reshipped L. C. L. without need for or expense of trucking. One hundred cars is our track capacity; eight five-ton elevators and a careful, experienced crew of handlers assure despatch and safety.

**Duquesne Warehouse Co.  
Pittsburg, Pa.**

H. A. Bietenduefel, Superintendent.



## PITTSBURGH, PA.

**HASLEY BROTHERS  
TRANSFER AND STORAGE**

939 So. Canal St., N. S.

MOVERS, PACKERS, SHIPPERS OF HOUSEHOLD GOODS  
FIRE PROTECTED STORAGE—MEMBERS A. W. A.

## PITTSBURGH, PA.

**SERVICE TO THE  
CORRESPONDENT**

CONSISTS in giving the correspondence of those we represent prompt acknowledgment, safeguarding their interests, mailing checks in settlement of accounts, and furnishing final reports of transactions.

THIS service also includes an element of importance:—the handling of shipments upon arrival in a manner conducive to joint customer's approval, whose future business we are always eager to secure.

Ship via Pennsylvania to East Liberty Station, (Pittsburgh, Pa.)

Established 1889

**HAUGH & KEENAN  
STORAGE AND TRANSFER CO.  
CENTRE AND EUCLID AVENUES**

## PITTSBURGH, PA.

Established 1910

**PITTSBURGH DISTRIBUTING CO.**

CAR-LOAD MERCHANDISE  
DISTRIBUTED AND RESHIPED  
PITTSBURGH, PA.

601 Empire Building

Tel. 1574 Smithfield

## PITTSBURGH, PA.

**MURDOCH****STORAGE & TRANSFER COMPANY**

General Office, and Warehouses

546 NEVILLE STREET  
PITTSBURGH, PA.

Branch Warehouse, Wilkinsburg, Pa.

Murdoch Means Service

## PITTSBURGH, PA.

**J. O'NEIL TRANSFER  
AND STORAGE**

N. S. PITTSBURGH, PENNA.

Furniture and Piano Moving a Specialty  
General Hauling

NEW FIREPROOF STORAGE HOUSE  
Separate Rooms

## PITTSBURGH, PA.

**SHANAHAN****Transfer & Storage Company**

Established 1865



CONSIGN PITTSBURGH SHIPMENTS  
FIREPROOF STORAGE HOUSEHOLD GOOD ONLY  
SEPARATE APARTMENTS

PROMPT RETURNS

3500 5th Ave.  
Center of City

7535 Penn Ave.  
Extreme East End

Pittsburgh, Pa.

## READING, PA.

**Columbian Warehouse Company**

Storage, New Merchandise Exclusively.  
Modern Building, Lowest Insurance Rates.  
S. W. Cor. 5th & Laurel Sts.

## SCRANTON, PA.



## SCRANTON, PA.

Established 1894.  
"He Profits Most Who Serves Best" (Rotary)  
**The Quackenbush Warehouse Co.**  
Incorporated  
Storing, Packing, Carting.  
Shipping, R.R. Siding, Manufacturers' Distributors.  
Correspondence Solicited  
Members A. W. A. and A. C. W.  
Storage in transit privilege accorded.

## WILKES-BARRE, PA.

"Same Day Service"  
**MERCHANTS WAREHOUSING  
COMPANY**

OF  
**Wilkes-Barre, Penna.**

Warehousing, Transferring and Forwarding.  
Fireproof Warehouses and Competent Staff.  
Merchandise Storage and Pool cars checked.  
Located in the Hub of the wholesale district.  
Trackage facilities for 10 cars on L. V. and C. R. R. of  
N. J. sidings.  
Directly opposite Pennsylvania, Lehigh Valley, C. R. R. of  
N. J., D. & H. freight stations.  
Manufacturers' Distributors with facilities to handle large  
consignments.

Offices: 150-156 E. Northampton Street

## WILKES-BARRE, PA.

**WILKES-BARRE WAREHOUSING CO.**  
General Storage and Distribution

Prompt and Efficient Service  
Milling-in-Transit and Pool Cars

19-35 New Bennett St.

Wilkes-Barre, Pa.

The Men Who Distribute

**California Raisins**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

## WILLIAMSPORT, PA.

**Williamsport, Pennsylvania**

New reinforced concrete structure just completed—  
fireproof thruout.  
Low rate of insurance.  
Penna. R. R. Siding.  
Short Haul to Penna. R. R., New York Central and  
Reading Freight Stations.

**Williamsport Storage Co., Inc.**

## PROVIDENCE, R. I.

JAMES LE ROY FOSTER, Pres.

WALDEN WYMAN, Mgr.

Rhode Island's Only Fireproof Warehouse

**BROADWAY STORAGE CO.**

Packing and Merchandise Distributors

Merrill & Federal Streets,

Providence, R. I.

## PROVIDENCE, R. I.

**CADY MOVING & STORAGE CO.**

STORAGE WAREHOUSES  
Household Furniture and Pianos  
Packing, Crating and Shipping.  
62 to 70 Dudley Street.

About

**Distribution & Warehousing**

"We read pretty nearly everything  
that is published in **DISTRIBUTION &  
WAREHOUSING** each month and never  
fail to get really useful information  
out of it."—*W. N. Wilson, Treas.,  
Security Storage & Safe Deposit Co.,  
Norfolk, Va.*

"There is no question but what  
the work which your magazine is do-  
ing in the particular field of dis-  
tributing and warehousing will only  
result in good for the warehousing  
industry."—*George S. Lovejoy, Man-  
ager, Quincy Market Cold Stor. &  
Whse. Co., Boston, Mass.*

"I certainly think you are putting  
out a most creditable trade journal.  
In fact, all of the matter contained is  
of great interest to everyone con-  
nected with the warehouse industry."  
—*L. T. Crutcher, Vice-Pres., The  
General Storage Co., Cleveland, O.*



## PROVIDENCE, R. I.

**TERMINAL WAREHOUSE CO. OF RHODE ISLAND, Inc.**

Allen Avenue, Foot of Oxford Street on Providence River  
**PROVIDENCE, RHODE ISLAND, U. S. A.**

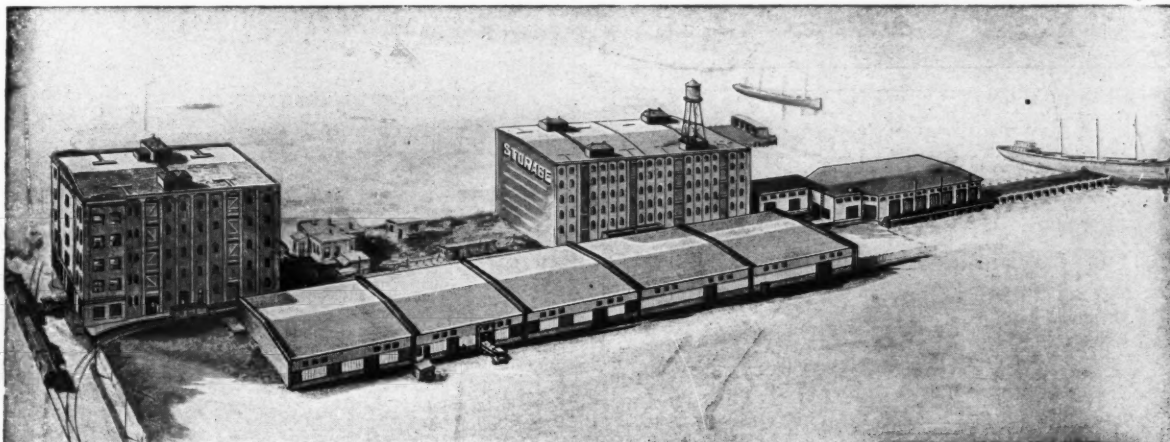
The most modern Storage Warehouses in New England, with side track capacity for 75 cars—Also several acres of yard storage

Our Location center of the Manufacturing Industries of New England. Deliveries either by Rail or Motor Trucks from our location to most any point in New England. Lowest Insurance Rates. Direct Track Connection N. Y., N. H. & H. R. R. Shipping Directions, South Providence, Rhode Island. Good Depth of Water. Weighing, Sampling and Shipping by Experts permanently employed.

**WM. M. HARRIS, JR.**  
 Treasurer & General Mgr.

**WM. A. MILLSPAUGH**  
 Secretary

**H. E. LEAVER**  
 Superintendent



## CHARLESTON, S. C.

**CHARLESTON**  
**Warehouse & Forwarding Co.**  
**CHARLESTON, S. C.**

New three story reinforced concrete building, 100,000 square feet floor space.

Merchandise storage and distribution of pool cars. Private tracks connecting with A.C.L., Southern, C.&W.C. and S.A.L. Rys. and all steamship lines.

## SIOUX FALLS, S. D.

**JOHNSON**  
**Van & Storage Co., Inc.**

Largest and best equipped Warehouse in South Dakota. Private Siding, Merchandise Storage and Distribution. 50,000 Sq. Ft. Bonded Warehouse.

*We appreciate your Business*

## GREENVILLE, S. C.

**GREENVILLE, S. C.**  
 Storage, Distributing, Moving, Service  
 that satisfies  
**SMITH DRAY LINE**

## SIOUX FALLS, S. D.

**STRAHON TRANSFER  
 & STORAGE CO.**

General Warehousing  
 Distribution Private Trackage  
 Pool Cars a Specialty  
 Bonded Warehouse  
 35,000 sq. ft.  
 Motor Truck and Team Service



## ABERDEEN, S. D.

*Where the West Was*  
**ABERDEEN STORAGE COMPANY**  
 Storage and Distribution of Merchandise and  
 Household Goods  
 Pool Cars Promptly Handled  
**C. M. & St. P. Trackage**      **Trucks and Teams**

## WATERTOWN, S. D.

**FIREPROOF**      **BONDED**  
**DAKOTA WAREHOUSE CO.**

Merchandise Storage and Distribution  
 Pool cars solicited      **Motor Trucks**  
**Private Siding**

## CHATTANOOGA, TENN.

# THE CHATTANOOGA TRANSFER & STORAGE CO.

Fireproof Warehouse

Furniture Merchandise

Packed Stored Shipped

Heavy Hauling

Motor and Horse Drawn Equipment

## CHATTANOOGA, TENN.

# CHATTANOOGA

Warehouse &amp; Cold Storage Company

Chattanooga, Tennessee

MEMBERS: A. W. A. AND AMERICAN CHAIN

Cold and General Storage

GENERAL MERCHANDISE AND HOUSEHOLD  
GOODS

PACKING AND SHIPPING

Special Attention Given to Pool  
Car Distribution.Fireproof Building. On Tracks N. C. &  
ST. L. and W. & A. Railroads Within One  
Block of All Freight Depots

Consign Your Goods in Our Care



## CHATTANOOGA, TENN.

# CRABTREE

TRANSFER &amp; STORAGE COMPANY, Inc.

Distributors and forwarders of pool cars

MOVING, PACKING, STORAGE

Sprinkler system warehouse. Lowest insurance rates.

## KNOXVILLE, TENN.

C. C. SULLINS, Sales Agent

Warehousing, Distributing and Selling

POOL CARS A SPECIALTY

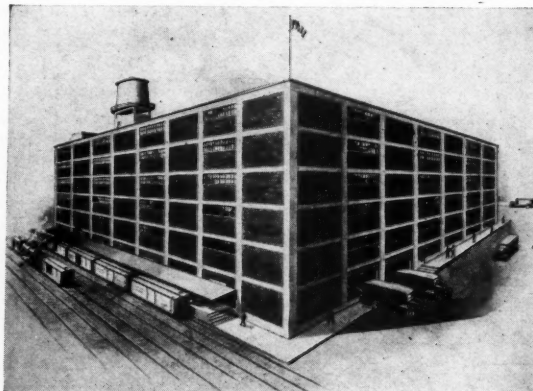
KNOXVILLE, TENNESSEE

Branch at 514 Scott Street, Bristol, Tenn.

# Pick Your Consignee

from the companies listed in  
this section—they are the "live  
wires" of the field and will han-  
dle your shipments promptly  
and efficiently.

## KNOXVILLE, TENN.

D. R. BENEDICT  
Manager

Knoxville Fireproof Storage Company

612 E. Depot Street

Knoxville, Tennessee

Only Fireproof Warehouse in Knoxville

New Building, 135,000 square feet, on  
Southern Railway tracks.  
Equipped with Automatic Sprinkler.We can place your Insurance Household goods shipments  
at 10c. per \$100.00 per annum solicited. Prompt remittances  
on written application. made.  
Pool Cars distributed.

MEMBERS

American Warehousemen's Ass'n.  
Central Warehousemen's Club

PROMPT AND EFFICIENT SERVICE

## MEMPHIS, TENN.

Patterson Transfer Company

Established 1856. Sprinkler System.

Lowest Insurance Rate in the City.

Merchandise Storage and Distribution.

Pool Cars Distributed.

## MEMPHIS, TENN.

G. S. POSTON, Pres. J. H. POSTON, Vice-Pres.  
C. W. CARTER, Secy. and Treas.  
W. H. DEARING, Assist. Secy. and Treas.

# JOHN H. POSTON STORAGE WAREHOUSES

INCORPORATED

671 to 679 South Main St., on Illinois Central Railroad  
Tracks

CAPACITY 1000 CARS

Free Delivery from All Railroads on Car Lots  
Insurance Rate 25-100 of One Per Cent or \$2.50 Per  
\$1000.00 Per Annum.No Charge for Switching To All Railroads on Car  
Lots for Competitive Points and Illinois Central Rail-  
road Local Stations.DISTRIBUTION A SPECIALTY  
MEMPHIS, TENN.

## MEMPHIS, TENN.

IF

???

YOU ARE LOOKING FOR A Warehouse That Believes in  
"SERVICE FIRST" Then Get in Touch Today With

ROSE WAREHOUSE COMPANY, Memphis, Tenn.

LIGHT, CLEAN STORAGE  
LOW RATE OF INSURANCE  
FREE SWITCHING SERVICE  
IN THE HEART OF THE  
FREIGHT TERMINAL  
AND JOBBING DISTRICT.

**MEMPHIS, TENN.****MEMPHIS, TENN.**

**The South's most centrally located  
Distributing Center**

**The Home of the World's Largest Cotton  
Warehouses—operating departments  
for the**

**STORAGE  
of  
General Merchandise  
Automobiles  
and  
POOL CAR DISTRIBUTION**

***Lowest Rates—Insurance***

**Facts Concerning Our Warehouses:**

200 Acres Concrete Warehouses.  
All on ground floor.  
Automatically sprinkled.  
Finest fire alarm system.  
Privately policed.  
Ten miles standard railroad.  
Served by ten railroads.  
Miss. Warrior Barge Line.  
Trackage facilities, 500 cars.  
Our own Fleet Motor Trucks.

**An Organization of Experienced Operatives,  
Permitting Unexcelled Service at All Times.**

**Information Gladly Furnished.**

**Memphis Terminal Corporation**  
General Offices: 15th Floor,  
Central Bank Bldg.

*Member: American Warehousemen's Ass'n*

**NASHVILLE, TENN.****NASHVILLE**

Central shipping point for all parts of  
Tennessee, Southern Kentucky, Northern  
Alabama, Mississippi and Georgia.

**BOND**

Reships from pool cars or warehouse  
stock. Has good warehouse facilities  
with free switching from all roads.

Twenty-seven cent insurance rate.

Expert men who will attend to your busi-  
ness promptly and carefully. Can refer  
to many large and well known customers  
who are getting good service and saving  
money by using this warehouse.

**E. M. Bond Fireproof  
Storage Co.**

Members of American Warehousemen's Association, National  
Furniture Warehousemen's Association and Southern Warehouse-  
men's Association.

**AUSTIN, TEXAS**

**RIPS TRANSFER AND  
STORAGE CO.**  
**Moving, Packing, Shipping, Storing**

Bonded Warehouse with Lowest Insurance Rate in the City  
GENERAL WAREHOUSING AND DISTRIBUTION

**BEAUMONT, TEXAS**

**The Heisig Storage  
Company**  
**BONDED**

**BEAUMONT, TEXAS**

**Brick building well ventilated and equipped with  
Automatic Fire Sprinklers. STORAGE, FOR-  
WARDING and DISTRIBUTING.**

**The Men Who Distribute**

**Wrigley's Chewing Gum**

**Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index**



DALLAS, TEXAS

# The Five Million Dollar Santa Fe Terminal Bldg at Dallas, Tex.

*located in  
the heart  
of the city*

## THE BUYERS' CENTER



Your requirements for the Southwest can be fulfilled in any of its four units.

### UNIT 1

Nineteen story modern model finish office building and adjoining, ten story wholesale display rooms equipped for carrying small stocks.

### UNIT 2

BONDED PUBLIC Warehouse occupied by The Dallas Transfer Company. General warehousing, distribution and pool car service. Member American Warehousemen's Association and American Chain of Warehouses. Approximately 275,000 square feet.

### UNIT 3

Cold Storage warehouse for perishable products—500,000 cubic feet capacity—Occupied by the Southern Ice and Utilities Co.

### UNIT 4

To be occupied by National Distributors. All Units connected with five submerged railroad tracks through underground tube—entirely out of the way of surface operations and interferences.

Office Building and Showroom Unit Completed Jan. 1st, 1925. Cold Storage Unit completed Sept. 1st, 1924. Bonded Storage Warehouse Unit completed July 1st, 1924.

Contract for space in any of its Units by applying to:

**SOUTHERN ICE AND UTILITIES COMPANY, DALLAS**

**DALLAS TRANSFER COMPANY, DALLAS**

**TERMINAL BUILDING CORPORATION OF DALLAS**

WEST ELEVATION; FOUR COMPLETE UNITS OF THE SANTA FE BUILDING

## DALLAS, TEXAS

## Dallas Storage & Warehouse Co.

Send your Dallas shipments in our care.

We will protect your interests and satisfy your customer.

We give special attention to pool car distribution and solid car consignments.

60,000 square feet of fireproof storage space.

Motor trucks and team equipment.

Private siding for all railroad connections.

**"We Help Ourselves by Helping Others"**

## EL PASO, TEXAS

60,000 Sq. Ft. Absolutely Fireproof Space for Merchandise Only

Twelve Other Warehouses for Household Goods, Etc.

Receiving  
Storage  
and  
Distribution  
of  
Merchandise

Packing  
Crating  
Shipping  
of  
Household  
Goods

**Make Our Warehouse Your Branch House**

**BECAUSE**

NO SWITCHING CHARGES

WE ARE BANKERS OF MERCHANDISE

WE HAVE THE LOWEST INSURANCE RATES IN EL PASO

WE HAVE A THOROUGH WAREHOUSE ORGANIZATION

WE GIVE ALL SHIPMENTS OUR PROMPT AND CAREFUL ATTENTION

EL PASO IS THE METROPOLIS OF THE GREAT SOUTHWEST AND THE GATEWAY TO MEXICO

**INTERNATIONAL WAREHOUSE CO.**

Member of Central Warehousemen's Club; also N. F. W. A. & A. W. A.; also Texas

## EL PASO, TEXAS

## R. L. Daniel Storage Co.

Box 487, 1706 Texas, 2813 Durazno Sts.

Our hobby is the crating, packing, shipping and storing of household goods. Consign your goods to us for proper attention. Member, National Furniture Warehousemen's Assn.

## EL PASO, TEXAS

El Paso Fireproof Storage Co., Inc.  
ESTABLISHED 1911

75,000 Sq. Ft.—Fireproof—Bonded

### STORAGE and DISTRIBUTION

Merchandise and Household Goods

Our Warehouse is in the Center of the Jobbing and Business District

"Service Guaranteed"

Two Blocks East of Post Office El Paso, Texas  
Campbell and Mills Sts.  
Members of the National Furniture Warehousemen's Association

## FORT WORTH, TEXAS

**In Fort Worth It's BINYON-O'KEEFE**

With three warehouses having a total of 250,000 square feet of floor space; with our private side and our free switching to Fort Worth's eleven Trunk Line Railroads—in Fort Worth, Binyon-O'Keefe is best prepared to serve you.

Associated With A National Group of Good Warehouses Represented By Distribution Service, Inc. CHICAGO NEW YORK 417 W. East St. 100 So. Main St. Superior 9046

**three mammoth warehouses 250,000 sq ft storage space**

**BINYON-O'KEEFE**  
Fireproof Storage Co.  
Fort Worth

Associated with Distribution Service, Inc.

## FORT WORTH, TEXAS

## PRESCOTT STORAGE CO.

465 South Calhoun St., Ft. Worth, Texas.

Moving, Storing, Packing, Shipping. 19,500 square feet of floor space. Expert handlers of household goods. Distributors of pool car shipments. Your business will be appreciated.

## GALVESTON, TEXAS

## AMERICAN WAREHOUSE COMPANY

Merchandise Warehousing  
Pool Car Distribution

**The KEY to the GREAT SOUTHWESTERN MARKET**

Eastern Freight Agent, Foot of Conover St., Brooklyn, N. Y.  
Tel. Henry 3385

## GALVESTON, TEXAS

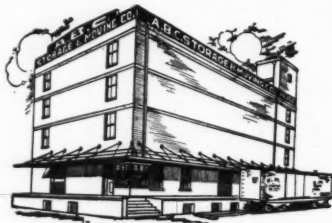
**The WILEY & NICHOLLS CO.**  
GALVESTON, TEXAS  
**TRANSFER AND FIRE-PROOF  
WAREHOUSES**

Pool Car Distributors

Forwarders

## HOUSTON, TEXAS

**A·B·C. STORAGE AND  
MOVING CO., Inc.**



Right in the  
Center  
of  
Houston

Ideal for the  
DISTRIBUTION  
of  
MERCHANDISE

Houston, Texas

Edw. T. Keough, Gen. Mgr.

## HOUSTON, TEXAS

**Non-Related Goods**

We specialize on large accounts  
handling non-related goods.

Our facilities enable us to render  
extra preferred service to this special  
class of trade.

We can take care of two or three  
additional accounts. These accounts,  
can be cared for by rental  
of certain amount of space—you to  
handle all details of distribution,  
or the accounts can be handled on  
the usual storage basis plan.

We suggest that traffic managers  
communicate with us and secure  
full particulars.

Also—we are in position to render  
a special service on pool car distribution.

Let us outline our plans to you.  
Get the details of our preferred  
service.

D. S. CAGE COMPANY

Lessees of

The Commercial Warehouse, Houston, Texas

## HOUSTON, TEXAS

**U N I O N  
TRANSFER & STORAGE CO.**

Successors to

Binyon O'Keefe Fireproof Storage Co.

Pool Cars Distributed



**MERCHANDISE STORAGE  
FIREPROOF WAREHOUSE**

**SERVICE THAT COUNTS**

The Men Who Distribute

Colgate Laundry Soap

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## HOUSTON, TEXAS

**IN  
HOUSTON**

**WESTHEIMER'S**

FOR HOUSEHOLD GOODS AND  
MERCANTILE STORAGE  
DISTRIBUTION

FIREPROOF WAREHOUSES  
RAIL FACILITIES—20 CARS  
ELECTRIC CRANE  
YARD STORAGE

Investment—\$300,000.00

References

Dun or Bradstreet Agency

All Local Banks

And Best of All

Forty Years in Houston

**WESTHEIMER WAREHOUSE COMPANY**  
HOUSTON, TEXAS

## SAN ANTONIO, TEXAS

Bell's Storage

Distributing Co.



Duval near Austin Street, San Antonio, Texas

General Merchandise Distribution in all branches

Direct Southern Pacific siding

Carload, less carload, pool car and forwarding  
Automobile delivery

## SAN ANTONIO, TEXAS

Territory—Southwest Texas and Mexico

**MERCHANTS TRANSFER COMPANY**

BANKERS of MERCHANDISE

Warehousing and Distribution

Household Goods—General Storage—Pool Cars

Branch House Facilities—Bonded

## SAN ANTONIO, TEXAS

**MUEGGE-JENULL WAREHOUSE CO.**

Distributing Storage Forwarding

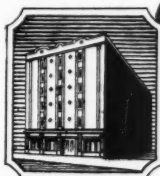
Give us a chance to demonstrate our service.

Reference Any Bank in San Antonio.

Bonded, Fireproof, Reliable, Dependable Service.



## SAN ANTONIO, TEXAS



# General Warehousing and Distribution

CAPACITY  
1,250,000 CU. FT.

THE HOUSE OF SECURITY—Member four leading associations/

Write for  
freight tariff  
to all points in  
San Antonio  
territory

## SCOBEE FIREPROOF STORAGE

San Antonio, Texas

## TEXARKANA, TEXAS

### HUNTER TRANSFER CO.

TEXARKANA, ARK.

Established 1882  
DISTRIBUTOR OF

POOL CARS  
TRUCKING

STORAGE  
MOVING

## TYLER, TEXAS

### Tyler Warehouse and Storage Company

Bonded under the Laws of Texas

General Storage and Distribution from the Center of East Texas. Specializing in Pool Cars Merchandise.

## VICTORIA, TEXAS

## GULF COAST

DISTRIBUTION & WAREHOUSING

A PERSONAL INTEREST SERVICE

Warehouses at Victoria, Cuero, and Shiner, Texas.

Victoria Compress & Whse. Co. VICTORIA TEXAS

## WACO, TEXAS

The Heart of Texas

### Weatherred Transfer and Storage Co., Inc.

One Block on Mary at 13th St.

#### FIREPROOF STORAGE

Private sidings with ten car capacity, trackage on I. & G. N., G. C. & S. F. and St. L. and S. W. Rys.

The Oldest Distribution Warehouse in Central Texas.

Members A. W. A., N. F. W. A., Am. Chain, C. W. C., Tex. W. & T. Assn.

Equipped to give the very best service on Storing and Distributing Merchandise.

## SALT LAKE CITY, UTAH

Merchandise Storage and Distribution  
Over 1,000,000 Cubic Feet Re-enforced Concrete,  
Sprinklered Space

Insurance Rate Only 18 Cents

Jennings-Cornwall Warehouse Co.

## WHITE RIVER JUNCTION, VT.

### VERMONT WAREHOUSE CO., Inc.

Storage and Distributing  
White River Junction, Vt.

Government License for Wool 4—65.

Best Distributing Point in Northern New England.

Negotiable Receipts issued.

Dead storage for Automobiles.

## NORFOLK, VA.

### BELL STORAGE WAREHOUSE CORP.

Monticello Ave., 22nd St., N. & W. R. R.

Merchandise and Household Goods

Pool Car Distribution

## NORFOLK, VA.

We Store—Forward—Reconsign  
Modern Fireproof Storage Facilities

Jones & Company, Inc.

GENERAL OFFICES:

317-318-319-320-321 National Bank of Commerce Bldg.  
NORFOLK, VA.

PETERSBURG, VA.  
HOPEWELL, VA.

## SOUTHERN

BONDED WAREHOUSE

Distributors—Fireproof Storage

## RICHMOND, VA.

Virginia Bonded Warehouse Corporation  
1707 East Cary Street

Distribution and Forwarding of General Merchandise Only  
Largest Warehouses in South Southern R. R. Siding  
175,000 sq. ft. Insurance Rate 25c. per \$100 per year

Members American Warehousemen Association

## SEATTLE, WASH.

## B E K I N S

FIREPROOF STORAGE

Distributors

Northwest Shipments Promptly Handled

SEATTLE, WASH.  
Madison at Twelfth

PORTLAND, ORE.  
Sixteenth and Sandy Blvd.

The Men Who Distribute

### Mellin's Food

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

SEATTLE, WASH.

**EYRES STORAGE and DISTRIBUTING CO.**

Established 1889  
Incorporated 1904  
Free & Bonded  
**Warehouses**  
Seattle, Wash.



**GENERAL MERCHANDISE STORAGE**  
**MACHINERY STORAGE**  
**HOUSEHOLD GOODS STORAGE**  
**POOL CAR DISTRIBUTIONS**  
**OPERATING 30 TEAMS, 24 AUTOS**  
**SERVICE OUR MOTTO**

SEATTLE, WASH.

**FALES WAREHOUSE**

1018-1020 Fourth Ave. South

**General Storage—Distribution—  
Household Goods**

We own our own property—investment \$150,000.00—  
75,000 square feet floor space—30c insurance rate—  
trackage—central business location—Class A ware-  
house—Good offices for brokers—complete and responsi-  
ble service including drayage at MODERATE RATES.

SEATTLE, WASH.

L. X. Coder, Pres. R. R. Mitchell, Sec'y.

**SYSTEM**  
INC.  
**DELIVERY CO.**

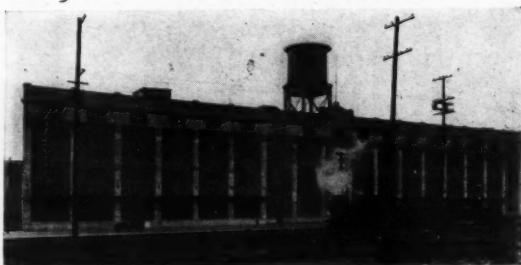
**Pool Car Distributors**  
**Merchandise Storage**  
**Fireproof Warehouse**  
*"For Service—Ship to System"*  
**SEATTLE, WASH.**

SEATTLE, WASH.

**PORT OF SEATTLE**

OPERATES

**THE FINEST WATERSIDE  
WAREHOUSES ON THE  
PACIFIC COAST**



View of Four Story Concrete Waterside Warehouse at the Stacy  
St. Terminal

**WHERE RAIL and WATER MEET.**

General storage for all classes of merchandise.  
Cold storage for all classes of perishable cargo.

For Rates and full information  
Write Traffic Dept.—Port of Seattle, Seattle, Wash-  
ington.

SEATTLE, WASH.

**TAYLOR**  
Transfer and



**EDWARDS**  
Storage Co.

Members:  
American Warehousemen's Asso. Central Warehousemen's Club

**Merchandise Distributors**

**DISTRIBUTION CARS**  
Delivered, Forwarded or Stored  
No Switching cg. on Carloads  
**FIREPROOF STORAGE**  
**POOL CARS**  
Furniture Packed, Shipped or Stored  
Established 1905  
**LOW INSURANCE**  
**SEATTLE, WASHINGTON**



SEATTLE, WASH.

**UNITED WAREHOUSE CO.**  
**SEATTLE, WASH.**

Established 1895  
Incorporated 1900

**GENERAL STORAGE AND DISTRIBUTING**  
**U. S. CUSTOMS BONDED STORAGE**  
**RAIL CONNECTION WITH ALL ROADS**

## SPOKANE, WASH.

**CATER TRANSFER & STORAGE CO.**

121 So. Madison St.

Merchandise of all classes, Household Goods, Pianos and Automobiles, Warehoused and Distributed thru the most accessible and centrally situated warehouse in Spokane. Located on Northern Pacific Tracks.

## TACOMA, WASH.

**WE OWN BOTH WAREHOUSES**

Established 22 years in Tacoma—and know how to handle your requirements

Storage (bonded and free) Merchandise and H. H. Goods  
Moving and Packing by Experts C. L. & L. C. L. Distribution  
Collections Remitted Promptly We Solicit Your Business  
CORNER PACIFIC AVE. AND 19th.

## TACOMA, WASH.

*Service***Pacific Storage & Transfer Co.**

Warehousemen

Merchandise and Furniture

Distributors and Forwarders

Ship Your Pool Cars to Us.

*Our Motto Is  
Service*

Tacoma, Wash.

**Pick Your  
Consignee**

from the companies listed in this section—they are the "live wires" of the field and will handle your shipments promptly and efficiently.

The Men Who Distribute

**Horlick's Malted Milk**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## YAKIMA, WASH.

**MILLER TRANSFER &  
STORAGE CO.**

Successors to MILLER &amp; LENINGTON

DISTRIBUTORS and FORWARDERS

PACKERS and SHIPPERS

**TRANSFER—STORAGE  
WAREHOUSING**

Bonded and Free Storage

Motor Trucks and Team  
Equipment for All and  
Every Kind of Hauling

**SHIP IN OUR CARE**  
and let us be "At your  
service with best of serv-  
ice"

Office: 10 East A Street Sidney Hotel Bldg.  
'Phone 571

Warehouse: 228 South 1st Street

**Automobile and Truck Storage**

## CHARLESTON, WEST VA.

**MATHEWS STORAGE WAREHOUSES**

Distribution &amp; Warehousing

Five Warehouses—Motor Truck Service.

Direct Railway Siding—connecting with NYC, C&O,  
B&O and Virginian Rys.

Members: A. W. A.—N. F. W. A.—A. C. W.

## KENOSHA, WIS.

**DAVID NELSON**

KENOSHA

WISCONSIN

FIREPROOF STORAGE

Packers and Shippers of Household Goods

We Reach All Suburban Points

51-71 VICTORIA STREET

KENOSHA, WIS.

## MILWAUKEE, WIS.

**LINCOLN  
FIREPROOF WAREHOUSE CO.**

322-332 Third Street, Milwaukee, Wis.

Direct Trackage into Warehouse. Carlot Distribution.  
City and Interurban Delivery of Mase. and Household  
Goods. We remit upon receipt of bill of lading.

The Men Who Distribute

**Bowser Tanks**

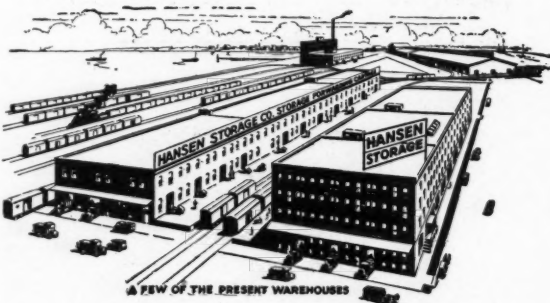
Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index



## MILWAUKEE, WIS.

**HANSEN STORAGE COMPANY**

Capital \$1,000,000.00

**MILWAUKEE, WISCONSIN**

WE CAN SOLVE YOUR PROBLEMS IN  
STORAGE AND DISTRIBUTION  
OF MERCHANDISE

12 WAREHOUSES—50-CAR SIDE TRACK  
850-FOOT DOCK

MEMBER—AMERICAN CHAIN OF WAREHOUSES,  
AMERICAN WAREHOUSEMEN'S ASSOCIATION,  
CENTRAL WAREHOUSEMEN'S CLUB.

## OSHKOSH, WIS.

**OSHKOSH STORAGE CO.**

701-703-705-707 So. Main Street

Best distributing point in Wisconsin.

Free switching privileges on all railroads entering Oshkosh.

General merchandise and furniture storage.

Forwarding and transferring a specialty.

Competent help in office and warehouse.

We can be used as a branch house at no extra expense.

We are at your service.

## REFERENCES:

The Old Commercial National Bank, Oshkosh Savings & Trust Co.,  
or any Mercantile House.

## EDMONTON, ALTA., CAN.

**Western Transfer & Storage, Ltd.**

Cartage agents for

Canadian Pacific Ry., Canadian National Ry., E. D. & B. C. Ry., Central  
Canada Ry., A. & G. W. Ry.

Cartage

Distribution

Storage

**EDMONTON, ALTA., CANADA**

Members of the Canadian Warehousemen's Association.

## HAMILTON, CANADA

Quickest Delivery—Least Expense

Distribute Canadian Consignments Through

**Hamilton Terminal Warehouses Ltd**

Hamilton, Ontario, where Freight Rates Break

Private Siding, All Railroad Connections

## MILWAUKEE, WIS.

**For the Greatest Satisfaction**

To both yourselves and your customers  
consign your Milwaukee shipments to

**United Fire Proof Warehouse Co.**

392 Prospect Ave., Milwaukee, Wis.



Good service  
built this  
new fire proof  
warehouse.

## WINNIPEG, CAN.

INSURANCE 30 CENTS



**Boulton's**  
**STORAGE**



230 PRINCESS ST. WINNIPEG

## HONOLULU, HAWAII

When Shipping Goods to

**HONOLULU**

consign to us and the same will be given our best  
attention. Modern Concrete Warehouses. Col-  
lections promptly remitted. Correspondence  
solicited.

**CITY TRANSFER COMPANY**

Cable Address:

LOVERINO, HONOLULU

The Men Who Distribute

**Vacuum Oil**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index



## "The most wonderful traction I have ever seen"

The truck pictured above is one of three owned by Mr. Walter Willhour of Bakersfield, California. Mr. Willhour in a recent letter writes as follows:

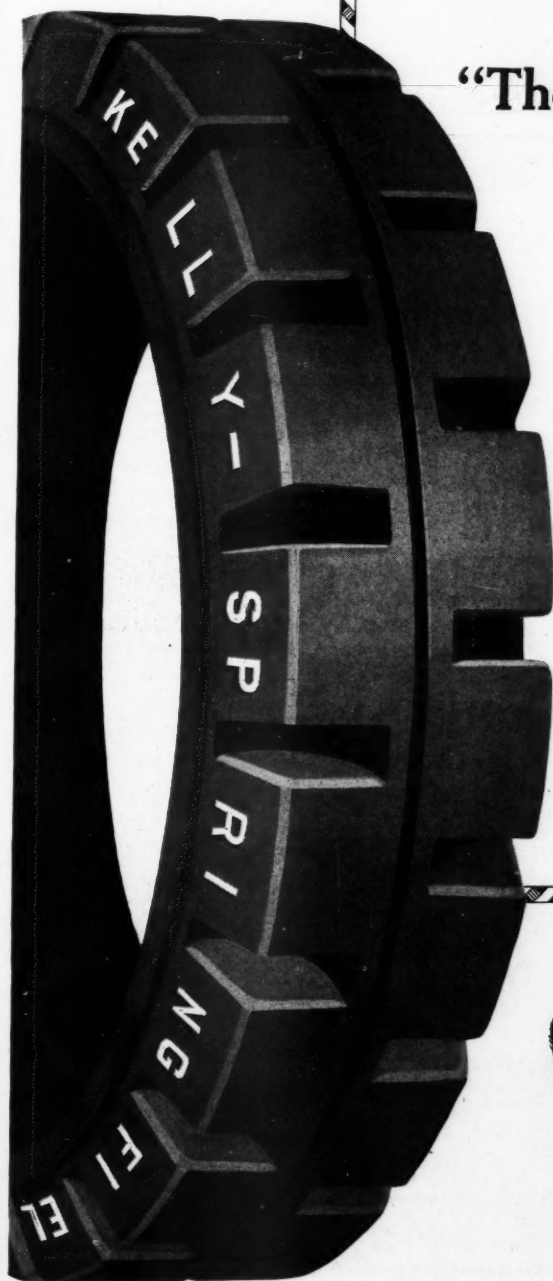
"My reason for equipping my trucks with nothing but Kelly Caterpillar tires is because of my experiencing the most wonderful traction that I have ever seen or had from truck tires. My work with these trucks takes me from Bakersfield to Los Angeles over the Ridge Route and in winter time this road is very slick due to ice and snow for weeks at a time. These tires have given me perfect traction and I have not experienced a skidding since I put Kelly Caterpillars on my trucks."

Mr. Willhour is also very enthusiastic about the mileage he is getting from Kelly Kats. On one of his trucks he used four sets of other tires but was unable to get more than six months' service from any of them. The Kelly Kats that were on the truck when this letter was written had been running over eight months and looked as good as new.

This is the kind of service that has made Kelly Kats the most widely used truck tires on the market.

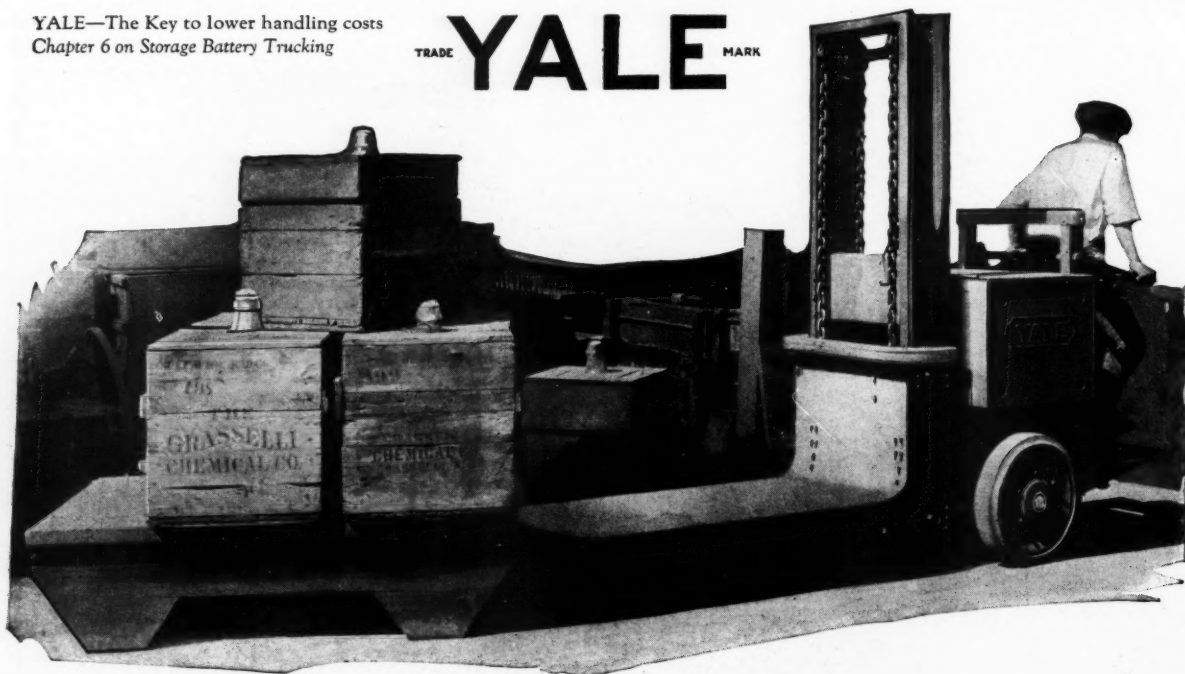
**There are no Caterpillar tires but Kelly Kats**

**KELLY-SPRINGFIELD TIRE COMPANY**  
250 West 57th Street New York, N. Y.



YALE—The Key to lower handling costs  
Chapter 6 on Storage Battery Trucking

TRADE **YALE** MARK



YALE K-22 TRUCK  
with Edison Batteries \$2350.00  
with Exide Batteries \$2100.00

## STOP WORRYING ABOUT IMMIGRATION

**Y**ALE Trucks will help overcome your existing labor shortage. We will be glad to go into this question with you and see whether Yale Elevating Platform Trucks, or one of the other models, will prove the same labor-saving, money-making investment for you as they have for many others.

A Yale K-22 need never be idle when properly installed. It's the truck that is showing hundreds of manufacturers the way to reduced costs in every line.

When equipped with gravity dump body mounted on skids, the Yale K-22 is ready instantly to pick up a load of coke, coal or other loose material at any time and carry it wherever needed. And with equal facility it economically handles the regular intraplant transportation to the final loading of finished product into the cars for shipment.

Ask our engineers to make a transportation survey of your plant. There's no obligation, and you can be sure they will recommend Yale Trucks only when there's a clear profit to you.

**The Yale and Towne Manufacturing Co.**

Stamford, Conn., U. S. A.

**Yale Made is Yale Marked**



**YALE** Hoisting and Conveying Systems





*A reproduction of No. 12 of the Graham Brothers Series on "American Industry", as published in the Saturday Evening Post of February 16, 1924.*

## Ship by Truck!

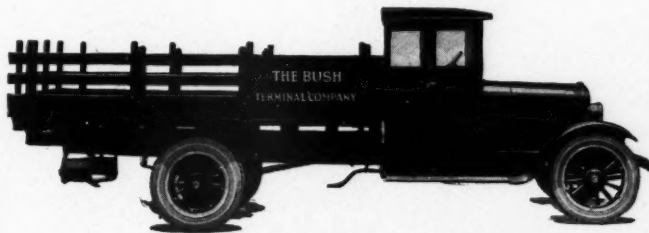
More than 1,400,000,000 tons of freight were hauled over America's highways by a million and a half motor trucks in 1923.

This is seven-eighths of the total freight haulage of all railroads—and the truck is virtually a development of the last decade, while the railroad has existed nearly 100 years.

With the advent of the truck, general hauling became a substantial industry wielding a vast influence on the nation's progress. Replacing the faithful but less efficient horse, the motor truck has brought the public speedier delivery service at lower cost.

This is particularly true in the case of transfer and cartage men and others in the general trucking business who use Graham Brothers Trucks. Checking operating expenses carefully in Graham Brothers Truck Cost Record Books (which are available to anyone on request) they find that these trucks deliver the absolute maximum of service at minimum cost.

1 Ton Chassis, \$1265; 1½ Ton, \$1325; f.o.b. Detroit

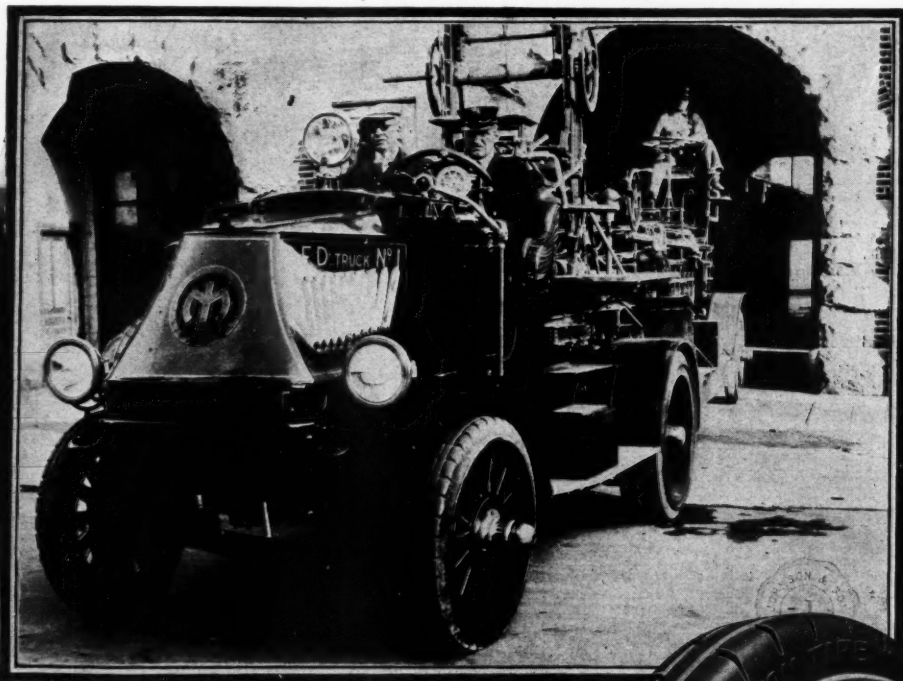


Sold by Bishop, McCormick & Bishop,  
Dodge Brothers Dealers, Brooklyn, N. Y.

GRAHAM BROTHERS  
Detroit

# GRAHAM BROTHERS TRUCKS

SOLD BY DODGE BROTHERS DEALERS EVERYWHERE



*The new fire truck of the Boise, Idaho, Fire Department equipped with U. S. Cushion Tires on the front wheels and U. S. Mono-Twins on the powerful drivers. This is a combination that answers the exceptional requirements of this type of heavy, speedy vehicle.*

## What Winter Hauling Proved for the New U. S. Cushion Tire

**A** NEW economy has been entered on the records of hundreds of truck operators throughout the country in the last few months.

The most exacting check on how the new U. S. Cushion Tire stood up under the strain of winter hauling has established a new standard in tires for front wheels of heavy trucks.

A repetition of what U. S. Mono-Twins on the rear wheels have been doing for years.

The combination has made a big saving in motor repair costs, assured easier riding and given a greater protection to the load.

The new U. S. Sprayed Rubber and a new scientific design in cushioning makes the U. S. Cushion closely approximate the features of the pneumatic, yet has the advantage of greater strength and longer mileage.

Ask the nearest U. S. Truck Tire Service Dealer.

United States Rubber Company

# United States Truck Tires are Good Tires





## Known for Good Service in Pittsburgh Used Garfords Exclusively from the First

You know that for efficient city moving service a truck must be **reliable**.

With his fleet of Garfords, Mr. Ed. Werner has built up an enviable reputation in and around Pittsburgh for prompt, capable moving service.

Mr. Werner has proven the value of Garford trucks in many heavily loaded trips from Pittsburgh to New York City, Erie, Buffalo, Cincinnati, and other distant points.

Garfords are "built to stand the gaff." Their thorough dependability has been a factor in Mr. Werner's success. He used Garfords exclusively from the first, and he

has found Garfords to be **economical because they are so dependable**.

This truck is only one of many equally capable and durable Garford models.

Examine one from stem to stern and convince yourself that none other can equal a Garford for design, materials, and workmanship.

Let us send you complete literature without obligation on your part. Take this opportunity to learn from us, and from hundreds to whom we can refer you, **WHY** Garford trucks are the most economical, the most dependable, the safest, and therefore the best.

### The Garford Motor Truck Company, Lima, Ohio

Manufacturers of Motor Trucks 1 to 7½ Tons

# GARFORD

## DEPENDABLE TRANSPORTATION



**Wouldn't this letter from a Warehouseman to "Distribution and Warehousing" make you mad? The original is in our office.**

Just a word to let you know that Distribution & Warehousing has got me into a whole lot of trouble. A year ago I sacrificed a vacation because I was unable to get away due to the necessity of being on the job while our new home was being erected. I made apologies and promises to friend wife and assured her that the next winter we would at least get away for a spell.

Everything went along very smoothly, business was fine, warehouse all that I could expect and plans were made to get away from a New England winter. BUT I did not count on Distribution & Warehousing. Your directory issue carried a full page add and since that time I have been smothered with inquiries as to our storage and distribution facilities and it becomes more necessary than ever that I be on the job. In fact plans are now in the works for the erection of an even better and larger building to handle our requirements. I have, of course, sacrificed another vacation and again made apologies to friend wife and family explaining to them that the fault was entirely that of Distribution & Warehousing.

Realizing that there are many warehousemen who do not advertise in "D and W" and therefore do not know what to expect, we reprint the above letter.

Don't delay the matter another month. Business is perfect for those who go after it.

Address—

**DISTRIBUTION AND WAREHOUSING**  
**239 West 39th St.**  
**New York City**

## Send For This Free Book

### It Will Prevent Damage Claims and Make Profits Larger

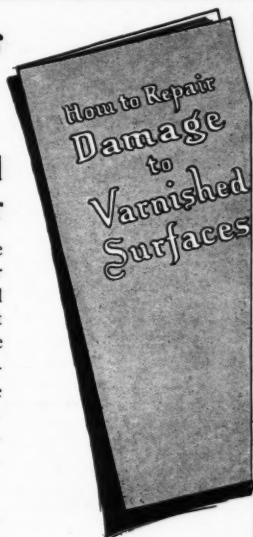
No matter how carefully furniture is handled, accidents will occur and no one has devised a method of packing which will prevent packing marks. When unavoidable injury occurs it is extremely difficult to satisfy the housewife whose treasured mahogany has been marked, scratched or dented — unless it is repaired before delivery.

"How to Repair Damage to Varnished Surfaces" tells how you can repair injury so that it is not only hidden but so that the repaired piece will look as good or better than before. It even explains how damage which occurs in delivery can be instantly touched-up by any intelligent driver or helper.

Write for your FREE copy.

If you are too busy to write a letter clip this paragraph to your card or letter-head. We'll know what you want.

**The M. L. Campbell Company**  
2334 Pennway Kansas City, Mo.



## Baskets for Moving



Sizes—4, 6, 8 and 10 Bushel

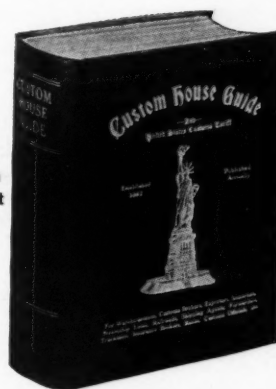
*With or Without Covers*

We manufacture a full line of  
**STORAGE HOUSE AND VAN SUPPLIES,  
TWINE, ROPE, ETC.**

Write for Catalogue No. 10

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For 63 YEARS the only available U. S. Customs Reference Book published. It is indispensable to all Traders having business relations with the U.S.A.

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**CUSTOM HOUSE GUIDE,**  
Brokers' Room, Custom House, New York, N. Y.  
U. S. A.

Agencies throughout the world.

## WAREHOUSE EQUIPMENT

### WE MEET YOUR REQUIREMENTS

IN

Furniture Pads, Canvas Covers, Piano Covers (for shipping and storage), Tarpaulins, Truck, Wagon and Horse Covers, Talking Machine Covers. "Coverlin" Mattress Bags.

SAXOLIN Duplex is a flexible packing, wrapping and case-lining material. Better than burlap because it is Vermin-proof and Water-proof.

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So We May Quote You Prices

#### The Cleveland-Akron Bag Company.

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THE CHICAGO-DETROIT BAG CO GOVERN, IND.	BRANCHES BUFFALO BAG CO BUFFALO, N. Y.	MISSOURI VALLEY SACK CO ST. JOSEPH, MO.

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At the Cutler Hammer Mfg. Co.

### A Story of Reduced Payrolls

From every part of the country we receive letters from Towmotor users telling us how it is saving them money.

*It can't help doing it*

This sturdy, compact and powerful gasoline motor pulls, pushes and shunts all forms of vehicles—with speed and economy.

Analysis of your inter-transportation system will show you ways to make the Towmotor a big efficiency factor in your organization.

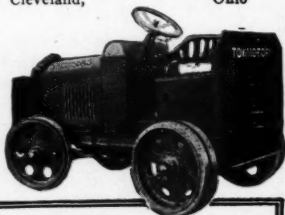
The Towmotor's complete story—testimonial letters and other evidence and in-

formation—is a history of reduced payrolls everywhere.

The superiority of the Towmotor has been proved in service.

Get the story—it's yours for the asking.

THE TOWMOTOR CO.  
1226 E. 152nd St.  
Cleveland, Ohio



**The Towmotor has Made Good**  
(Universal Tractor)

**T**HE King Shipping Case provides a simple—yet strong and absolutely safe—means of forwarding household goods from one point to another. It is designed to cut the high cost of crating and eliminate the many discomfiting accidents—common to crated shipments.

No chance of anybody handling, stealing or misplacing valuable property. The King is sealed securely and the seal is not broken until goods arrive at destination.

Find out about the many interesting features of the King Shipping Case. Write today for our descriptive catalogue.

The King Shipping Case Corporation  
276 West Water Street Syracuse, N. Y.

## King Shipping Case

## Excelsior Wrapper Co.

MANUFACTURERS OF

**EXCELSIOR PACKING PADS  
BALED EXCELSIOR  
WOOD WOOL**

CHICAGO OFFICE: 224 W. KINZIE ST.

FACTORIES: Sheboygan, Wis.; Grand Rapids, Mich.

Metropolitan District Served by

Boston Excelsior Co., 560 W. 29th St., New York City

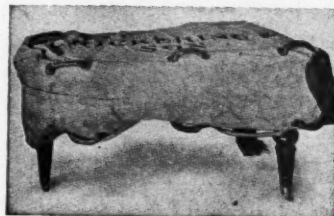
## Pick Your Consignee

from the companies listed in this section—they are the "live wires" of the field and will handle your shipments promptly and efficiently.

It is also worth your while  
to earn their reciprocity.

If You Move or Handle Pianos—  
Acquaint Yourself—by All Means—With

### The Breen Grand Piano Cover



"The Only One  
of Its Quality  
on the Market"

Send for catalogue on Piano Movers' Supplies. We also make Water-proof Motor Truck and Wagon Covers.

**WM. H. BREEN**

219-231 Rutherford Ave., Charlestown, Mass.  
It Can't Scratch If It's Properly Covered





## Use White Tar Paper and White Tar Naphthalene

In protecting the wares stored with you.

WE MANUFACTURE

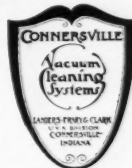
# WHITE TAR

Paper (Pine, Tar and Cedar)  
Moth Bags (varied sizes)  
Moth Balls, Crystals, Powder and Blocks  
Naphthalene Flakes, Lavender and Cedar Compound

WHITE TAR MOTH SPRAY

## The White Tar Company

56 VESEY ST., NEW YORK CITY



## Turn Dirt Spots into Ten Spots

by Cleaning Rugs and Carpets

Also  
clean  
upholstery  
and  
closed  
cars

You can easily add to your profits with this department.

Good prices are obtained for the work and but a small investment in equipment is necessary.

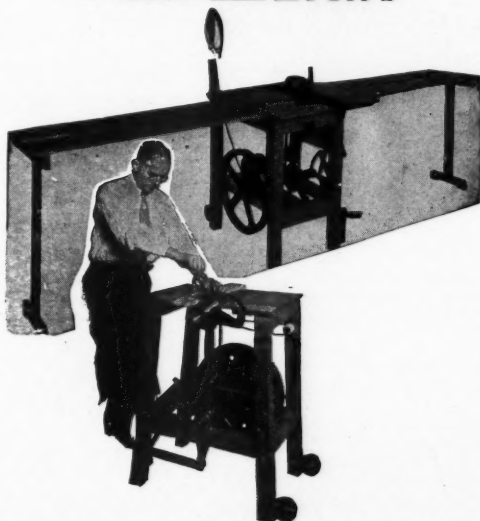
Send today for catalog describing equipment and giving latest methods.

United Vacuum Appliance Div.  
LANDERS, FRARY & CLARK  
Dept. 1, Connersville, Indiana

# CONNERSVILLE

Rug Cleaning  
Equipment

# NEAL HANDY SAW!



## Saw Complete with Extension Tables

Acknowledged the Handiest and Most Economical Saw Yet Offered for Our Business.

Heavier Motor, 10 Inch Saw, Complete in Every Detail.

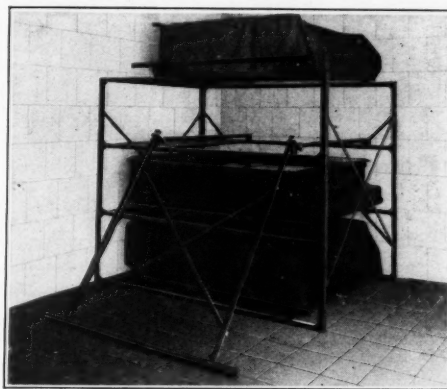
Write Today for Further Description and Price.

NEAL HAND SAW

Arthur W. Neal, Mfr.

7208 Euclid Avenue, CLEVELAND, OHIO

## PILE UP THE GRANDS 4 IN SPACE OF ONE



## IREDALE GRAND PIANO RACK

The picture tells the story of the multiplied profits through use of the Iredale Grand Piano Rack.

It shows the protection to the case from contact with other objects and the correct way to store a grand—FLAT—not on its edge.

Small investment. Let us tell you more about it.

Service Steel Products Co.

140 N. Dearborn St.,

CHICAGO, ILL.

## EXCELSIOR PADS WOOD WOOL PADS EXCELSIOR WOOD WOOL

**H. W. SELLE & CO.**

*Manufacturers*

1000-1020 N. Halsted St. Chicago, Ill.

ATLANTIC EXCELSIOR CO.  
507-527 W. 30th St.  
New York, N. Y.

AMERICAN FOREST PRODUCTS CO.  
24th and Race Sts.  
Philadelphia, Pa.

## Warehousemen!

Prepare for Spring Rains

The

## "OVLIM-BRAND"

Truck, Wagon and Horse Covers

Insure Absolute Waterproof Facilities

Write for Prices and Catalogues.

**Milvo Awning & Tent Works**  
ROME, N. Y.

## Guard against fire loss with Foamite Protection

Instantly puts out any fire at the start — smothers flame under clinging firefoam. Available for every type and size of fire risk in hand extinguishers, engines on wheels, motorized

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### Foamite-Childs Corporation

Fire Protection Engineers and Manufacturers  
688 Turner Street, Utica, N. Y.

Foamite-Childs of Canada, Ltd., Toronto, Ont.  
Sales and Engineering Representatives in  
290 convenient centers.

## FURNITURE

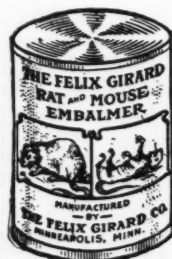
# PADS

Strongly sewed, thickly and evenly padded, covered with durable O. D. canvas. Immediate shipment from stock.

**FULTON BAG & COTTON MILLS, Inc.**  
330 WYTHE AVE. Estab. 1870 BROOKLYN, N. Y.

Atlanta Dallas St. Louis New Orleans Minneapolis

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Don't buy from irresponsible Peddlers. Every day reports from Victims are received. Genuine Felix Girard Rat & Mouse Embalmer is sold Direct or through Responsible Jobbers only. It is shipped 30 day dating to all rated concerns -- The Faker wants cash on Delivery.

**The Felix Girard Co., Inc.**  
Minneapolis, Minn.



Model J

## HERE YOU HAVE IT The 1922 Model

### Bradley Stencil Machine

Graduated Table, Handle Adjustable to Two Positions, Rapid Stroke and Other New Features. Model J. cuts  $\frac{3}{8}$ " Letters. Model K cuts  $\frac{1}{2}$ " Letters.

Our GIANT MACHINES Cut  $1\frac{1}{4}$ " and  $1\frac{1}{2}$ " Letters for Export Shipments.

Mark Your Shipments Right.  
BUY A BRADLEY

Bradley Oil Board and Stencil Papers.  
Bradley's Two-In-One Stencil and Marking Ink.  
The Bradley Ball Stencil and Marking Pot.

Write for Samples and Prices.

**A. J. BRADLEY MFG. CO.**

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NEW YORK

## "Iron Horse" Brand Furniture Van Pads



TRADE MARK REG. U. S. PAT. OFFICE

Foremost in Quality,  
Workmanship and  
Strength

The Most Economical  
From Every Standpoint

**A. L. REACH TEXTILE COMPANY**

Office and Factory:  
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## VARIETY FIRE DOORS



Resist terrific temperatures, operate smoothly, cost little to install, and almost nothing to maintain. They are a big help when selling your space, and save quite a bit on insurance premiums. Made in rolling, swinging and sliding types: sizes to fit any specification. We aid you to determine the doors best adapted to your needs, without charge. Send now for illustrated descriptions.

**Variety Fire Door Company**  
2958 Carroll Ave., Chicago, Ill.

## The SPOTLIGHT DEPARTMENT

WILL FIND WHAT YOU WANT



# If you don't find what you want here, your advertisement here will find it for you.

This Spotlight section serves a real purpose in the industry by affording a central market place for the disposing of equipment no longer needed, and the securing of special apparatus at bargain prices. If you have any equipment for sale or wish to sell your business, this section is the logical place to advertise. All undisplayed advertisements in this section will be accepted at a flat rate of six cents per word for each insertion, minimum billing to be no less than \$2.50 per insertion.

### INFORMATION

**Six cents a word** is the rate for all undisplayed advertisements set solid, regular want ad style; minimum charge \$2.50 an insertion; payable in advance (see next paragraph).

**Ten per cent discount** if one payment is made in advance for four or more consecutive insertions. Advertisements other than "Positions Wanted" will be billed monthly if run 3 months or longer.

**Add five words** for address if replies are to come to a box number address at any of our offices. These replies are forwarded each day as received, in new envelopes, at no extra charge.

**Refund will be made** if all insertions ordered are not needed, the amount refunded being the difference between cost of insertions given and full amount paid.

**Telephone orders** must be confirmed in writing same day. No allowances can be made for errors of any kind unless prompt notification is sent us.

**In writing to box number advertisements**, send your letter to our New York or Chicago office, whichever is nearest, to insure quick receipt by the advertiser.

**When replying to blind ads** be careful to put on your envelope the correct box number and do not enclose original letters of recommendation—send copies.

**The right is reserved** to refuse any advertisement and also to rewrite and edit copy furnished whenever the publishers consider it advisable to do this.

### SPOTLIGHT DEPARTMENT THE CLASS JOURNAL COMPANY

239 West 39th St., New York  
5 S. Wabash Ave., Chicago

### FOR SALE

Cleveland Carpet Vacuum Machine; 19½ ft. long; will sacrifice; write for particulars. Isacson, 462 Fifty-second Street, Brooklyn, N. Y.

### FOR SALE

A modern fireproof storage warehouse business. Capacity 500 van loads, 90% filled January 1, 1924. The warehouse contains about 432,250 cu. ft. entirely built up into terra cotta tile room with standard fire doors. Building 50 x 140, four and five stories, running from street to street, giving warehouse two street entrances. Insurance rate on building 17 6/10c., on contracts 45 5/10c. The property is located in the Metropolitan District, 15 minutes from the New York City Hall. Address inquiries to FS-330, DISTRIBUTION & WAREHOUSING, 239 West 39th St., New York City.

**OPPORTUNITY WANTED.**—Having severed connections with the Central Storage Warehouse, am open for position immediately. Have had fifteen years' experience and for several years was department manager for large eastern warehouse. Willing to locate anywhere. Chas. W. Webb, 264 Pearl St., Springfield, Mass.

**6¢  
a word**

For inexpensive, quick-acting, result-producing publicity use  
Spotlight Service—it is a good doctor for any business want.

Whether you want to buy or sell Spotlight Service can help you.  
These little ads work both ways.

**6¢  
a word**

## SEALS Eliminate CLAIMS

Sealed doors are the best evidence of security—and show the customer your responsibility.

Sealed trunks and valuable boxes are proof against all damage claims.

They are the best advertisers you can show the satisfied customers.

The large warehouses use them.

*The Seal Is Your Protection*

**E. J. BROOKS & CO.**

98-100 Park Place

New York City

*Manufacturers of All Styles of Seals and Presses*

## S. ARBEIT

Manufacturer of All Kinds of  
**FURNITURE PADS**

Made Out of  
**HEAVY KHAKI CLOTH**

### CUT SIZES

72 x 78	\$36.00	Doz.
72 x 56	27.00	Doz.
72 x 40	18.00	Doz.

**119 McKibben St. Brooklyn, N. Y.**



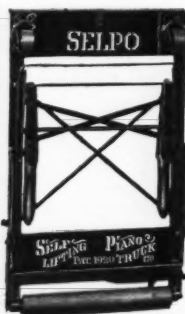
## "PIANO PROFITS"

SIMPLIFYING  
PIANO MOVING

Equipment is the success of the moving business today. We have specialized in perfecting the equipment for every angle of piano moving. Improvements add greatly to safety, ease in handling and time saving.

## New Selpo Truck

(5 styles)



This is the most welcome aid to the Moving man. A sturdy truck, in two parts. One at each end of piano. Powerful lifting lever with twice the leverage of old style.

Spring steel with selected hard maple. Folds flat. Five styles. Shipping weight 80 to 95 lbs.

\$40 to \$52



## TWO-PIECE

- The FINDLAY, 2-piece self-lifting Piano Truck.....\$30  
 The BUCKEYE END, the Findlay with wheels instead of rollers.  
 No lock ..... 25  
 The New BUCKEYE SILL—for grands and uprights. Best for  
 stair work. Best sill truck made..... 39  
 The BUCKEYE No. 3 for grands and uprights. Sills of hard  
 wood ..... 26

## The Bilger Steel Hoist



Up, through the window is easy with this safe and powerful hoist.

Ample strong for all pianos and small safes. No tools required to set it up.

Everything worked from floor thru window .....\$30

HARNESS  
for HOIST

Two belts of 4 in. 4-ply web and steel bar, curved with hole for block to hook in. Fits any piano or safe and used with any hoist as well as ours.

\$13

Lock Blocks  
and Rope

Let us send you our printed matter on other equipment such as Piano Moving Covers, Wagon Straps, Jam Straps, Stair Rollers, etc.

## Self-Lifting Piano Truck Co.

Findlay, Ohio

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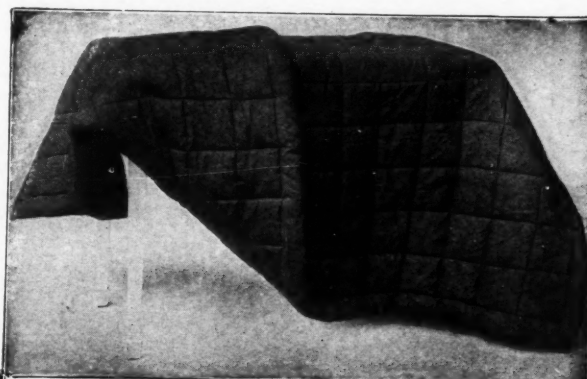
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*Repr. Power Wagon Dec. '23.*

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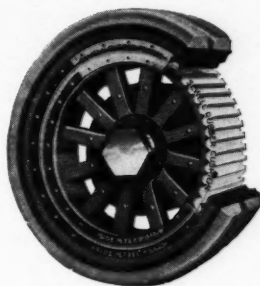
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